

HISTORICAL SKETCH  
OF THE  
PAINT, OIL, VARNISH  
AND  
ALLIED TRADES  
OF BOSTON

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GEORGE L. GOULD


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OF BOSTON

SINCE 1800, A.D.

BY  
GEORGE L. GOULD

AN ADDRESS, ORIGINALLY DELIVERED IN BOSTON BEFORE THE PAINT AND  
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 The inserts represent some of the early members of the Trade who have died, and also some representative men of later date, all having commenced in the line prior to 1890. Names of those deceased are designated with an \*.





MR. PRESIDENT AND GENTLEMEN:

It has been often said that when a man begins to "reminisce" it is a pretty sure sign that he is getting old. While this (I hope, at any rate, in my case) is not always true, it is a fact that he is getting older, and it is also true that he gets a great deal of pleasure in the process, even if his auditors or readers do not. Many histories would be much less authentic and devoid of many important particulars and interesting events, were it not for personal letters and autobiographies. Some of the latter, in certain portions, are dreary reading, perhaps necessarily so, but I would wade through a dozen of them, for the sake of reading the remarkable work in two volumes — The Autobiography of Andrew D. White — which is a history in itself, besides being one of the most interesting books I have ever read. Of course, it seems laughable to refer even to this fascinating book in connection with this trivial production of mine, but it is done mainly to show the value of recording facts or what one thinks to be facts, from time to time, some of which are of interest, while some are dull, although all may be of value to some people, especially at a later date. Perhaps a considerable portion of this sketch might be called gossip, inasmuch as I have relied quite a deal on my memory or statements of others, and you know that one fact or statement is said to be gossip, and two or more facts or statements that are related, and especially if corroborated, may be called history, so you can take your choice, and as you pay no money, you see that I am not responsible.

PAINT has been reckoned as one of the humble and homely of the sisterhood of perennially young and virtuous handmaidens, who have assisted in the amelioration of the human race. It can be truly said of her as of her more spiritual sister, Charity, that she often covers a multitude of sins. She has walked steadily in

the straight paths of fact, despite the insinuations of a certain Professor in North Dakota, that unscrupulous men had endeavored to lure her into the by-ways of subterfuge and fiction. Occasionally, she has wandered into the fields of literature, and it must be confessed that once or twice I, myself, have essayed to conduct her — in a purely Platonic manner — through the circuitous and uneven footways of poesy. Her reception of my advances has shown me, however, that I am not a great success as a poetical Lothario. She did, however, achieve considerable renown and resulting happiness to herself and others, when she was induced by a much more fascinating and worthy admirer and friend, to take a trip with him into his favorite field of fiction and philosophy — Mr. and Mrs. Silas Lapham, acting as chaperons. I well remember reading the story of that excursion as told by the delightful author, William Dean Howells, in the "Rise of Silas Lapham," written thirty years or more ago.

Mr. Howells tells me that the idea of the paint mine came to him on being told that a farmer in Lexington, Mass., was very much excited at discovery in the roots of a blown down and uprooted tree, of what seemed to be the very best metallic paint. He then interviewed certain Boston paint men (unknown to them) and thus obtained useful information as to paint, which he used very shrewdly, especially as to change of location of the mines and works to Vermont, and also the subsequent change in the situation through competition from the south, and events of the last thirty years or more have fully justified the prediction.

I wish, and indeed would urge, that the present gener-

ation read Mr. Howells' books which combine delightful stories, practical philosophy, and fascinating travel.

I think we are too prone to belittle our own business, which really is as honorable as necessary, and, indeed, as interesting as any other industry — associated, as it is, with brilliant and varied colors, which are needed in the cultivation of the aesthetic and sentimental, as well as the practical phases of life. Some of our oils make things to run more smoothly, and paints, varnishes and colors most certainly tend to protect and to beautify, thus bringing together the material and the beautiful. In this connection, I am tempted to interject some observations which I made on a previous anniversary occasion and which seem to cover the points just referred to:

Some folks think our trade is common, and at times I think so, too:

What with dank and noisome odors, dirt and dust that  
fall like dew,  
Clothes bespoiling, features soiling, fresh complaints in  
every mail,  
'Tis no wonder Competition makes a host of men, to fail.

\* \* \* \* \*

Let us leave this gloomy picture, turning to the other side;

When you've gazed enough upon it, then is born becoming pride.

Paint is needed and a blessing; on these points we're up to date;

Let me show you why our products should inspire and educate.

How monotonous and wasteful, were it not for good  
mixed paint!

(We are now pure lead including, otherwise there'd be  
complaint).

How it beautifies the landscape! Even Labor it exalts,  
And, like Charity, it covers a whole multitude of faults.

How it adds to joys of traveling! How refreshing is the  
sight

Of a pure white village spire, reaching upward for the  
light!

Lowly cots and lordly houses — varied shades to suit  
each taste —

Make a charming panorama, where might be a dreary  
waste.

Yet how could the old immortals without kindly aid of  
paint

Have transferred to living canvas Christly child and  
mother saint?

Drear would be the hall or parlor without gems of artist's  
brush;

Cold the mimic stage or cloister without fresco's softening  
hush.

As we watch the restless ocean, in the changing, flashing  
light,

How our colors glisten, deepen — greens and blues  
'midst foamy white.

Floating on some pond or river, pushing tangled greens  
apart,

What is purer than the lily with its graceful yellow heart?



Watch the lovely, feathered songsters, or the strutting  
peacock's plume;

Should you try to match the colors, ridicule would be  
your doom.

In the gardens, fields or forests, half concealed in leafy  
bower,

We find shades of rarest beauty far beyond the artist's  
power.

Daisies, buttercups and pansies, violets — emblems of  
hope,

Columbines, sweet peas, nasturtiums make a gay kaleido-  
scope.

What a background is the verdure, with its varied shades  
of green,

Turned by icy touch of autumn to its red and golden sheen.

Countless are the roadside flowers, wild with freedom's  
careless grace,

Showing colors past conception, each tint perfect in its  
place.

Near the brook the tearful gentian lifts her head of lovely  
blue

To his Eminence, the Cardinal, garbed in robe of richest  
hue.

E'en dull Earth must pay us tribute, from her storehouse  
deep and wide;

Clays and oxides ground to powder, changed by fire are  
purified.

Sable black, we must remember, does not always stand  
for gloom,

And, though lamp black aids the painter, we all give  
it largest room.

What a marv'lous transformation from those dull, cold  
blocks of lead  
To fresh flecks of fleecy whiteness — pure enough for  
angel's bed;  
As if purified by suffering, yea, by Torture's acid breath —  
Resurrected, white and spotless, after centuries of death.

Think of all the gorgeous sunsets — yellows, crimsons,  
purples, red—  
Shading into inky blackness when the moon has hid her  
head.  
Likely now up in the heavens, by soft, fleecy breezes  
fanned.  
All the colors of the rainbow bear some color dealer's  
brand.

All the brush men look up higher — straining both their  
arms and eyes,  
For some new celestial dusters, made from birds of  
Paradise.  
Well, dear friends, make one more trial; give us now a  
mottler rare  
That will blend our Earth with Heaven, making speech  
and action fair.

Don't you see now why I've lectured? Haven't I shown  
to you tonight  
High and noble is our calling? Show me one has better  
right  
To incite high aspirations, or the world to better make.  
If you get my ideas clearly, let us then fresh courage take.

What I have to say about the paint, oil, and varnish, and allied lines of business, I shall endeavor to confine largely to those concerns which were started prior to twenty years ago, and many of which exist today through various changes, referring only briefly to those organized or appearing among us in later years. There is very much that could be said and necessarily any article of this kind is really too long to tax your patience, at one time, and I shall be obliged to deliver it in two portions. I will try and make it as short as possible, and will of course, have to make some omissions which I would like to include. It does not pretend to be a complete history, and a considerable number of names of individuals and firms doubtless prominent in their time are not named, or only casually referred to, because of no connection with recent times. There will naturally be some inaccuracies, and unintentional omissions, and for these and other lapses, and for the length of time taken, I ask your indulgence in advance.

Neither should this be considered in any way to be a history of the Paint and Oil Club, which was formed thirty years ago this month of February. A history of the early days of the Club was well covered in a very comprehensive historical sketch, prepared and read by Past President William Agge at the March meeting of the Club, held in 1897. Perhaps at some future time its history from 1897 can be written, say on the fortieth anniversary of its founding. As a matter of record, on this thirtieth anniversary, I would state that the Club — which was one of the very first large business dinner clubs — is at present in a flourishing condition, the membership being as follows: 153 active Boston

members, 47 out-of-town members, 15 honorary members. The Club has a good balance in its treasury and has helped along many good causes financially and otherwise. The present officers are as follows:

George A. Richardson, President; C. C. Lowell, Vice-President; George J. Beake, Secretary-Treasurer.

*Directors:* William E. Bowden, E. W. Osborne, W. H. Kirkpatrick, George W. Bacheller, Charles S. Robbins, H. F. Staples, Charles E. Newell.

The first Board of Government elected thirty years ago this month of February consisted of Charles Richardson, President; John D. Morton, Vice-President; Franklin K. Dexter, Treasurer; John P. May, Secretary.

*Directors:* William B. Bird, Daniel G. Tyler, George L. Gould.

During thirteen of the twenty-eight intervening years, the office of Secretary was filled by Mr. Charles W. Willis, a former newspaper correspondent for Trade Journals, including the *New England Grocer and Tradesman*. After having been chosen editor of that publication — a position which he still holds — he was compelled to relinquish the position of Secretary of the Club, much to the regret of the members, who elected him as an honorary member.

It might be interesting to observe at this time that an inspection of the large original picture of the members of the Club, taken in the summer of 1888, which I have in my office, representing sixty-three members, shows that forty have died, eight are entirely out of the business, eight have changed from active to honorary membership, leaving only seven of the sixty-three in what might be called active service. These seven are George H.



Shaw, Walter Tufts, Lew C. Hill, Charles F. Howland, Robert D. Archer, Frederick H. Newton, and myself, and as nearly as I can make out, of the original or charter members of the Club, who joined thirty years ago this month of February, 1914, I am the only so-called active one remaining, the other active members referred to having joined after that date. This shows how many changes can take place in a comparatively brief space of time.

Another illustration of this, and showing also how much depends on the point of view, is this: When I began in the business as a boy in 1867, I used to look upon Franklin King, the Messrs. Bird, John Briggs, Asahel Wheeler, A. L. Cutler and George S. Dexter as veritable patriarchs who had been in business such an awfully long time—and yet they had then been engaged in trade as partners on their own account only twenty-eight, twenty-eight, twenty-five, twenty-five, twenty-four and twenty-one years respectively. Now it is over forty years since I began as partner, and it is natural to assume that some young chap may be ranking me among the patriarchs, and with more reason, apparently, if dependence were put entirely on years of service.

I think that one of the most noticeable features of this sketch which you will notice as I proceed is the fact of the long time of service so many have given who have connected themselves with this business. There are many who have been in service twenty-five to thirty-five years, and quite a portion of the members of the trade have served from forty to fifty years, and are still among us. There are several who have been connected with the business between fifty and sixty, and

one, sixty-five years — sixty-two as a principal, who are still alive and active, and some of those who have passed on were sixty years and over in the business.

The men connected with our business have been, as a rule, of sterling character and true representatives of the best commercial interests of Boston, and it seems due to them that their names and memory be preserved even in this manner, and not consigned to oblivion.

One thing that was an important factor, especially in the early days, was this: that boys began their service earlier then than now, and were ready and eager to do anything required of them. The present generation does not realize what the duties of office and errand boys were thirty to fifty years ago. A very important part then was that they should travel the length of the various wharves of Boston to find the whereabouts of sailing vessels or schooners and when they were to sail, because a large portion of the goods sent from Boston at that time was by sailing vessels rather than railroad or steamship lines, which were not nearly so well developed then as now. I well remember the Lovell Line of packets between Boston and New York, with regular sailings from the old Eastern Packet Pier.

A few minutes thought will also show the difference in the accommodations for all kinds of help, including the proprietors in those days, and especially before the War, with what are prevailing now. The old offices and stores were very crude, and most of them were without even ordinary accommodations in the way of heating, ventilation, toilet arrangements, etc.

History does not seem to tell us what the good people of Boston and New England did for want of handy places

to obtain paints, oils, and varnishes prior to 1800. About all of the goods were imported, and probably were sold by druggists, ship chandlers and painters. The demand was undoubtedly small, as many houses, especially in the country, were not painted outside, and Dame Nature furnished the staining instead of Cabot or Dexter.

\* \* \* \* \*

One of the earliest paint and drug dealers of whom we have knowledge was George Brinley, who began business in 1806 and was located at 3 South Side, Faneuil Hall—between Change Alley and Merchants Row—perhaps next store easterly from where Cobb, Bates & Yerxa's store now is. In 1822 William C. Stimpson was junior partner in George Brinley & Co., and in 1831 it was William C. Stimpson & Co., Edward Brinley taking his father's interest. Eight years later, Edward Brinley took the business and carried it on alone until 1845, when W. R. Horton was admitted, as Edward Brinley & Co. In 1850 Mr. Brinley was alone, and the next year, the business was taken over by Thayer, Hovey & Homer. During the succeeding three years it was Thayer, Hovey & Co. The business was done by Thayer, Babson & Co. (Mr. James Babson having been a brother of William Babson, junior partner in 1851 to 1857 of Porter, Loring & Co., 11 India Street) during 1857, 1858 and 1859. All of this time, about fifty years, the original firm and successors had been at the original store, near Faneuil Hall Square. In 1860 Thayer, Babson & Co. moved to 41 and 43 Kilby Street, where they were twelve years, and later were two years at 208 State Street, and several years at 167 Milk Street,

with Frank B. Thayer as proprietor certainly as late as 1887, Mr. Babson having died August 19, 1883.

In 1831 Trott & Whitney began the drug and paint business at 128 State Street, and they were succeeded in the same store by H. B. Trott & Co. in 1832, and by Charles E. Trott and Henry M. Aborn, as Trott & Co., in 1833. In 1836 it was Trott & Bigelow, and in 1839 Bigelow & Elliot, followed by Bigelow & Greenwood in 1841. In 1844 the same firm moved to 11 India Street, where they advertised paints and dyestuffs. In 1847 it was Josiah Bigelow & Co., the junior partner being Thomas C. Porter, who became senior partner of Porter, Loring & Co., drugs and paints, and the same firm was at same place, 11 India Street, in 1855. Mr. William Babson was junior partner of this firm from 1850 to about 1857, and in 1858 and for twenty years after he was a commission merchant at 39 Lewis Wharf and was wharfinger and manager of that wharf the last years of his life.

In 1816 Thomas Bartlett was a druggist at 13 Cornhill. Two years later the firm name was changed to Bartlett & Chase, and later, Bartlett & Brewer. Later it was S. N. Brewer & Bros., at 92 Washington Street, and in 1828 Brewers, Stevens & Cushing, at the same location, and they did a very large business for many years.

Maynard & Noyes were druggists as early as 1816 and were at 39 Washington Street in 1825, and did extensive business. They later manufactured printing inks, which were known all over the country. I well remember them, before the big fire, as located at 75 and 77 Water Street, a few doors above my father's store. I think that the business was purchased by other



interests, as they have not been an active force for some time.

In an architect's sketch made in 1816, of the Commercial Coffee House, to be erected (where the present Exchange Club House now stands) on Batterymarch Street, corner of Milk Street, which now hangs on the walls of the latter building, there shows the rear, or Crab Alley end, of a substantial building on Batterymarch Street, in Liberty Square, at the corner of what is now Water Street — then a lane — running to Broad Street, where the Commercial National Bank now is. On this rear end there is a sign "Paints and Dye Stuffs," and naturally we would think was located there a jobber of drugs, dyes and paints. Although diligent search has been made in old directories and at Bostonian Society, I have been as yet unable to learn with absolute certainty what firm occupied that store.

After examining the Assessors Books of that year, I am inclined to believe that the business was that of Paul Spear, Jr., assessed on merchandise for seven thousand dollars, as a druggist, on Batterymarch Street, which in Ward 8, runs only from Milk Street to what is now Water Street, and furthermore, he is in the directory in 1816 as an apothecary in Liberty Square. He began business in 1813, apparently, and was succeeded by Daniel Spear about 1818, and so far as I can see, did not again appear in business and probably removed from Boston, as his estate was never administered upon in Suffolk County.

Incidentally, it might be mentioned here, that prior to 1800, what is now Liberty Square was practically a bog and was not laid out as a square (?) until about 1803, and was named in appreciation of the newly found

liberties of the French people just emerging from the terrible Revolution. Water Street was so called because it originally ran from what is now Washington Street to the water or low lands, in present Postoffice Square. Broad Street was built about 1806 and was then the best and widest business street — (and there are not many better ones in Boston now after these hundred years), and Water Street was later extended to Broad Street through widening of a lane that ran easterly from Liberty Square.

In 1822 Tilly Brigham and William H. Delano started in the drug and paint business at 30 Union Street, as Brigham & Delano. Mr. Brigham withdrew in 1825 and engaged in same business at 8 Ann Street, now North Street, where he continued alone until 1831, when it was Tilly and Thomas B. Brigham. From 1834 to 1838, Tilly Brigham was alone and does not seem to have been in business after that time.

Mr. Delano in 1825 admitted William H. Whitney as partner, the style being Delano & Whitney — they continuing to sell paints, as well as drugs, at 30 Union Street. They removed the next year, 1826, to 19 and 20 South Market Street, and the old store, 30 Union Street, was immediately taken by Gregg & Hollis, composed of Daniel Gregg and Thomas Hollis. Delano & Whitney were at 19 and 20 South Market Street from 1826 to 1835, when they moved to 56 Chatham Street. In 1849, it was William F. Whitney alone, Mr. Delano having retired, and from 1850 to 1856, it was W. F. Whitney & Son, D. R. Whitney having become a partner and John Tuckerman also having an interest. The style was D. R. Whitney & Co. in 1856, and con-

tinued under same name until retirement of Mr. Whitney in 1877 or 1878, when he took the position of President of the Suffolk National Bank and later was active in the management of the New England Trust Co. He is still living at the advanced age of eighty-six years. The name of Whitney was thus associated with paints, drugs and dyestuffs for over fifty years. They removed in 1862 to 110 State Street, from 56 Chatham Street, having been there twenty-seven years, and from 1870 to retiring from business were at 110 Milk Street.

Gregg & Hollis and Thomas Hollis (who took the business in 1835) were at 30 Union Street from 1826 to 1852, when Mr. Hollis moved across the street to 23 Union Street, where he and successors, Thomas & T. F. Hollis and Thomas Hollis & Co., and Thomas Hollis Company, have continued up to the present time, so that for ninety-two years the sale of drugs (with paints in early years) has continued in these two stores on Union Street — thirty years at 30 and sixty-two years at 23.

Joseph L. Moffat as early as 1826 was a druggist at 68 Chambers Street, and I think he was also associated with a Mr. Plummer as Moffat & Plummer, who sold drugs and paints on State Street, nearly opposite Broad Street.

Daniel Hastings and James Marsh sold paints, drugs, and dyestuffs, as Hastings & Marsh, at 27 State Street, and in 1828 they were at 28 South Market Street, being the first occupants, so far as I have learned, of that store in this business — now occupied by the New England branch of the Fox River Butter Co. E. W. Marsh joined the firm in 1830, the style being Hastings, Marsh & Co., continuing six or seven years. It was James &

E. W. Marsh in 1837 and they evidently discontinued the business in 1838, as the store was taken that year by A. S. & W. G. Lewis.

Abiel S. Lewis and John Whitney formed the firm of A. S. Lewis & Co. in 1836 at 118 State Street. In 1838, it was A. S. & W. G. Lewis, and they removed that year to 27 and 28 South Market Street, succeeding James and E. W. Marsh, where subsequently several different firms located—and which had been a drug and paint store since 1828 and very likely before. The rear doors were very close to several other concerns on Chatham Street engaged in the same line. W. G. Lewis had been a clerk in paint and drug store of Oliver Fletcher, 2 India Street. I should say that A. S. & W. G. Lewis stayed at 27 and 28 South Market Street until 1846, when perhaps they sold out to Nelson & Bradford, composed of Henry W. Nelson and G. L. Bradford. They continued two years and the next year, 1849, it was Nelson, Dutton & Co., composed of Henry W. Nelson, Silas Dutton, G. L. Bradford and R. B. Eaton, who later was a partner with Mr. Candler. The next year, Josiah Hovey, G. H. Hill and John W. Candler made up the firm of Hovey, Hill & Candler, and probably succeeded the other firm, being located at the same place. Josiah Hovey later, in 1851, was of Thayer, Hovey & Homer, in Faneuil Hall Square. In 1850 and 1851, it was Hill, Candler & Co., the junior partner being W. C. Hunneman, Jr. The next year, 1852, and for several years thereafter, it was Eaton, Hill & Candler, and early in 1853, they moved from 28 South Market Street to 63 Kilby Street, the old store being taken by J. B. & C. E. Folsom, who remained until



1857, so that for thirty years. at least, this was a paint and drug store. Mr. Candler was, during the War, of John W. Candler & Bro. and Cobb, Candler & Co., and about 1868, of Foster, Candler & Co., of 225 State Street. He was Representative to Congress for several years. Mr. W. C. Hunneman, Jr., was of Hunneman, Hazen & Co., 54 Kilby Street, in 1854-5. In 1855 Mr. Hunneman was alone and moved to 44 India Street and in 1858 he sold out to Charles Richardson & Co. Later, he went into the manufacture of varnish, offices at 39 and 41 India Street, and in 1865 was at 65 Commercial Street.

In 1833-4-5, Morris & Dix were in the paint, oil and glass business exclusively, at 112 State Street. The next year, Mr. Apollos Morris was alone, but in 1837, he joined with W. G. Ladd in the firm of Morris & Ladd, but it lasted only one year, and he was again alone from 1838 to 1842, when he moved to 11 Union Street, and again moved in 1846 to 28 Exchange Street, where he remained two or three years, and then probably retired. It was in this same store where Francis McLaughlin began the sale of brushes a short time after Mr. Morris discontinued.

David Henshaw was a wholesale druggist and paint dealer at 80 State Street, in 1816, and in 1818, with David Rice, formed the firm of Rice & Henshaw at 27 or 28 India Street. In 1821, it was Rice, Henshaw & Co.—John Henshaw joining the firm, and they kept together under the same name for several years. In 1827 and 1828, it was David & John Henshaw & Co., (Charles Henshaw being the junior partner) at 33 India Street. In 1829, David Henshaw retired and Charles and John continued

for several years as Henshaw & Co., at the same place, and David was appointed Collector of Port of Boston, for four years beginning about 1830. In 1839 and for six or eight years thereafter, Henshaw, Ward & Co. were at 36 India Street, and did a very large business. The firm was then composed of John Henshaw, and William, J. W., and J. T. Ward. William Ward had been in the drug business for himself at 26 or 27 India Street, corner of Milk Street, in 1835, and the next year it was William Ward & Co., with Jos. W. Ward as junior. In 1850, it was Henshaw, Edmunds & Co., composed of John and J. Andrew Henshaw, and Benjamin F. and J. L. Edmunds, who continued the old Henshaw business at 36 India Street, and the following year Benjamin F. Edmunds and J. Andrew Henshaw were alone at the same place. The next three years it was Henshaw, Edmunds & Co., George S. Shaw being the junior partner, still at the same place. The following year it was Henshaw, Edmunds & Shaw, and in 1857 and 1858 it was Henshaw & Co., composed of John and J. Andrew Henshaw, still at 36 India Street. When John Henshaw retired from Henshaw & Co., Charles continued alone and in 1842 was at 4 Central Wharf. In 1842 Charles C. Henshaw was alone in drugs and paints at 110 State Street—the next year it being Henshaw & Whitney. In 1844, Charles C. was again alone and the following year went into partnership at 51 Chatham Street, with John N. Randall, as Henshaw & Randall—elsewhere referred to.

In 1852, Henry P. Henshaw and William G. Prescott, who was son of William H. Prescott, the historian, composed the firm of Henshaw & Prescott, at the familiar

place of 1 India Street, corner of State Street, and they continued there for two or three years. That same year, 1852, saw Charles Henshaw a refiner of spirits turpentine at 3 Long Wharf, while Charles C. Henshaw (who had been a partner of John N. Randall in 1845) was a refiner of saltpetre, I think, at 36 India Street. At the same location in 1855, Charles and Charles C. Henshaw & Co. had an office as turpentine manufacturers and saltpetre refiners, the junior partner being Mr. George Henshaw, who later was of the firm of Henshaw, Brigham & Co., and also Henshaw, Burt & Tarr, for many years at 154 State Street — the firm name later being Burt & Henshaw until their retirement from business.

In 1858, Mr. George Henshaw was a clerk at 154 State Street, with the firm of Whittier & Henshaw, who were dealers in paints and glass, the firm being composed of Joseph M. Whittier (formerly of Whittier & Sweetser and later of Whittier, Dunbar & Co.) and Charles C. Henshaw. Mr. Whittier was afterwards a grinder of paints, but shortly after 1858, retired from business.

In 1844, Benjamin F. Brown, James Beal, and Royal Whiton, Jr., were at 16 Canal Street, and in 1845-6-7 Benjamin F. Brown, W. J. Chapin, and Royal Whiton, Jr., were doing business at the same place as Brown, Chapin & Whiton. In 1848-56, Chapin & Whiton continued, and for the next three years, it was Whiton & Bartlett, and 1860-63 it was Whiton, Bartlett & Co., all the time at 16 Commercial Street. R. Whiton, Jr., was alone in 1863, at 42 Commercial Street, and subsequently for several years, at 86 Commercial Street.

In 1848, Benjamin F. Brown, when he left the old firm,



united with A. D. Lamson as Brown & Lamson, at 44 India Street, and in 1853 and 1854, as Brown, Lamson & Co., at 49 India Street, and in 1855 it was Brown & Knapp at the same place.

The name of Carruth has been and always honorably, connected with oils and paints since 1826, when Francis S. Carruth formed a partnership with Oliver Fletcher as Fletcher & Carruth, at 4 Long Wharf, which was for many years occupied as a paint store. He was one of a large family of brothers, three of whom later entered the business. From 1831 to 1838, inclusive, it was Francis S. and Nathan Carruth, and the following year, Francis retired to begin as a commission merchant at Custom House Street, corner of Broad Street, from 1853 (and probably later). Reference elsewhere will be made to his connection with the old Boston Lead Co., and Joseph H. Chadwick. His place was taken by his brother, Charles, the style being N. & C. Carruth. In 1842, Joseph M. Whittier was admitted and the firm continued as N. & C. Carruth & Co. In 1846, it was Carruth & Whittier, continuing until 1851, when Isaac Sweetser became a partner, the name being Carruth, Whittier & Sweetser. In 1855, Messrs. Carruth and Sweetser withdrew from the firm and formed the new concern of Carruth & Sweetser, removing to 25 Broad Street, where Francis S. Carruth had an office for many years.

About 1869 they removed to 114 State Street, where was located also the office of the Chelsea Oil Co., which they owned. In 1875 it was again N. & C. Carruth & Co., the partners then being Charles Carruth, H. Wilson, Jr., and Charles T. Carruth (son of Charles), who later

became a member of the firm of Randall & Carruth, and in 1882 of J. A. & W. Bird & Co., remaining there until 1912. It will be noticed, therefore, that for eighty-six consecutive years, this name of Carruth was connected with this business and if we take into account the firm of Nathan F. Carruth & Co., formerly well known as manufacturers of bright varnish and now manufacturers of rosin, oils, and greases, in East Everett, the record is eighty-eight years. The latter concern was originated by Nathan F. Carruth (a son of Thomas H. Carruth, linseed oil manufacturer, and elsewhere referred to), who died in 1903. His son, Thomas H. Carruth, now carries on the business.

Mr. Herbert S. Carruth (son of N. Carruth) was connected with N. & C. Carruth & Co. for several years and was a partner in the concern from 1876 until the discontinuance of the business, some two or three years later, when he was connected with the Dorchester Gas Co., and for several years was a member of the book selling firm of W. B. Clarke & Carruth. Mr. Carruth was elected a member of the Boston Board of Aldermen as a citizens' candidate in December, 1889, and was re-elected the next year by a large majority, and during that year he was Chairman of the Board and Acting Mayor on several occasions. He was prominent in other matters pertaining to the City, and was, I think, the first executive officer of the Metropolitan Park Commission, which laid out the great reservations of Boston, and he was also one of the Penal Commissioners of the County of Suffolk for several years, after 1902. Mr. Carruth not long ago, moved to Amherst, Mass., where he is living at the present time.

In 1831, when F. S. Carruth left Fletcher & Carruth, Oliver Fletcher continued alone at 2 India Street for nine years, and in 1849 Charles H. Appleton was admitted as partner under the name of Fletcher & Appleton, where they sold paints and drugs, remaining together at the same place certainly for five years, and I am unable to state, at the present time, what became of the business afterwards.

Eleazer F. Pratt, George B. Rogers and John L. Hunnewell did not, in 1834, realize that they were in a small degree to make their names somewhat famous as being among the first to embark regularly in the sale of drugs, paints, and oils in Boston, and to be at the same time the founders of large and uniformly successful firms — still among us. Mr. Pratt had been keeping a small drug store in 1833 with a man named Wilkinson, under the name of Wilkinson & Pratt, on Salem Street, corner of Sheafe Street, and in 1834 entered into partnership with Mr. Edward King, under the name of Pratt & King, and located at 26 India Street, corner of Milk Street, for the jobbing of drugs and paints. Mr. Pratt left the concern in 1839, establishing himself in 1840 at 107 State Street, where he will be referred to elsewhere.

Mr. King then associated his brother Franklin with himself, and in 1839 organized the firm of E. & F. King, which concern remained in the same location until June, 1912, when they moved to 357 Atlantic Avenue, where they are at present. The appropriate name of *King*, therefore, is associated with one of the earliest drug, paint, oil and varnish dealers in New England, and for seventy-nine years they occupied the same store — a record in itself. (We have had, by the way, two *Princes*





\*FRANKLIN KING

WILLIAM AGGE

DANIEL G. TYLER

SAMUEL G. KING

WILLIAM E. BOWDEN



in our trade and we have with us today a real live *Lord* — but he's a Yankee — not an English one). In 1846, Mr. George S. Dexter—who had begun in 1837 with Pratt & King, as a boy thirteen years old — and Mr. Fred Beck were admitted as partners, as E. & F. King & Co. Mr. Beck withdrew in 1847 (to go in partnership with John Briggs and Lewis Wheeler, Jr.) the firm name being changed to King & Dexter — Mr. Edward King retiring. In 1852 it became King, Dexter & Co., when Charles W. Dexter was admitted to a share in the business. In 1855 Joseph W. Colburn was admitted, continuing until his death, April 30, 1883. The firm name was kept as King, Dexter & Co. until 1859, when the Messrs. Dexter retired from the firm, and Mr. Edward King was re-admitted, the style being changed to E. & F. King & Co. In 1865, Mr. Edward King permanently retired from the firm. In 1871, William M. Bates, Daniel G. Tyler (who came as clerk about 1863) William Agge, and George E. King (son of Edward King, and who had married a daughter of Charles E. Folsom) were admitted as partners. Mr. George E. King retired in a few years and has since lived in Bethel, Maine, but makes frequent trips to Boston.

Mr. William M. Bates died June 24, 1904. Mr. Tyler is relaxing somewhat his activities in the business after more than fifty exacting, aggressive and successful years, and now devotes considerable time to golf and other outside matters — being President of the Cambridge Gas Light Co., but he has lived for many years in Lexington.

Mr. Samuel G. King, son of Franklin King, connected himself with the firm in 1875 and became a partner in

1880, and he has proved himself a worthy son of a worthy father. Mr. Franklin King was a man of rugged and determined personality and deservedly high reputation. He was a large real estate owner in Dorchester and did much to improve the town. He died August 29, 1898, in his ninetieth year, leaving "large possessions." Mr. William Agge, who began with the King concern as clerk in the early sixties, retired from the firm upon its incorporation, December 12, 1904. He is now living in dignified ease at his home in Salem and country home in Topsfield, where I also have had a summer home for nearly twenty years. He spends a part of each winter at the Bellevue in Boston.

The present officers of E. & F. King & Co., Incorporated, are Daniel G. Tyler, President; Samuel G. King, Treasurer; Stephen L. Whipple (who came as clerk in 1865), Assistant Treasurer; and Henry E. Foster (who began in 1866) Secretary. William E. Bowden (who is a Director of the Paint and Oil Club this year), is Sales Manager, having been a clerk in 1886, and was one of the incorporators in 1904. Their business, particularly in dye-stuffs and chemicals, has always been a large one, especially with manufacturers, and it has been uniformly successful.

In 1840 Eleazer F. Pratt before referred to (as of Pratt & King in 1834), started again in the business of drugs and paints at 107 State Street, and George B. Rogers also referred to before (as of Rogers & Co. in 1834 — John L. Hunnewell being the junior partner), and who was then located at 5 Broad Street, was admitted a partner in 1843, and the firm then became Pratt & Rogers. In 1846 George W. Banker was admitted a partner, under





\*MAJOR GEORGE O. CARPENTER

\*JOHN D. MORTON

FREDERICK H. NEWTON

GEORGE C. MORTON

JOHN W. CAMPBELL

the name of Pratt, Rogers & Co. Mr. Rogers retired from the firm in 1849, located in business at 51 Chatham Street, and the firm name was changed to Banker, Crocker & Co., Mathias Crocker and George O. Carpenter being the new partners.

Major Carpenter was probably the best known man in the trade during the time he was connected with it, especially the thirty or thirty-five years or more he was active in it. An able, very genial, and approachable man, he was always ready with apt or witty stories, or good practical advice. He was interested in public and political matters, securing one year the Republican nomination for Mayor of Boston. He made a good run but was not elected. In later years he founded the successful insurance agency of George O. Carpenter & Son, but still retained his interest in the paint business. Mr. Carpenter died December 25, 1896, on his sixty-ninth birthday.

In 1850 John N. Barbour was admitted as partner, and in 1852 Mr. Crocker and Mr. Barbour retired, the firm name being changed to Banker & Carpenter. In 1864 E. T. Woodward, John D. Morton, and Isaiah Woodbury, were admitted as partners. In 1868 Messrs. Banker and Woodbury retired and the firm name was changed to Carpenter, Woodward & Morton. Mr. Frederick H. Newton entered the employ of Banker & Carpenter in 1864 or 1865, and became a partner in 1885, and thus at this time has completed forty-nine years of faithful service. Mr. Edwin A. Rogers, beginning in 1877 as clerk, was admitted as partner in 1888, and was a Director, on the incorporation, but retired from the company in 1903, and has since been engaged in sale



of glues and shellacs on Summer Street. The firm was for a short time, in 1872, at 77 Clinton Street, and also 99 Milk Street, and a longer time at 151 Milk Street. Mr. Woodward died February 18, 1884. They were incorporated as Carpenter-Morton Co. in 1892 and have steadily increased their business, especially in well-known specialties as Campbell's Varnish Stains and Carmote, made at their factory in Everett.

Mr. John D. Morton served as second President of the Paint and Oil Club of New England, and was also President of the National Paint, Oil and Varnish Association in 1893-4. Mr. Morton was a far-sighted and agreeable man of first rate character, and died respected by all, in the year 1903, aged seventy-three years. The present officers of this uniformly successful Corporation, which is located at 77 Sudbury Street, where they have been for many years, are James B. Lord, President; Frederick H. Newton, Vice-President; George C. Morton (son of John D. Morton), Treasurer; M. Elton Vose, Secretary. John W. Campbell is Director; A. I. McLauthlin is Store Manager, and William E. Gilmour, Credit Manager—the three latter having been connected with the concern from twenty-nine to thirty-two years. Mr. Frederick Banker Carpenter was a Director until his death.

Mr. George C. Morton began his first service for the old firm in 1886, and worthily succeeds his father, and like him, is always ready to aid in outside movements intended for the general good. He has been President of the Credit Men's Association, and is doing excellent service as Chairman of the New England Clean Up and Paint Up campaign committee, and was President

of the Paint and Oil Club of New England when the National Association met in Boston, in 1908.

In the same year, 1834, that Pratt & King formed their partnership, George B. Rogers and John L. Hunnewell began business as drug and paint dealers under the name of Rogers & Company, at 79 Commercial Street. Nine years later, in 1843, Mr. Pratt and Mr. Rogers were together at 107 State Street, as Pratt & Rogers, Mr. Pratt having begun alone in 1840 at that place, soon after leaving Mr. King. Mr. Rogers and Mr. Hunnewell had G. A. Devens as a partner in 1835 and for five following years, as Rogers, Devens & Co., moving to 5 Commercial Street, and in 1840, 1841, and 1842, Mr. Rogers was alone at 5 Broad Street. In 1846 it was Pratt, Rogers & Co., and in 1849, for about five years, Mr. Rogers was alone at 50 and 51 Chatham Street. In 1855 and 1856 Mr. Rogers and David Randall were together as George B. Rogers & Co., at 24 India Street, Mr. Randall having been a clerk there in 1853-4. In 1869 Mr. Rogers was in business at 19 Doane Street as Rogers, Crocker & Co., and he died, I think, about 1875.

It is probably true that in 1839, Mr. John L. Hunnewell, referred to above, went with his father, Joseph Hunnewell, who had begun business at 6 Commercial Wharf in 1837, and the son was with him off and on for several years, and his brother, Joseph W. Hunnewell, was also with his father. In 1846, the style seems to have been John L. Hunnewell & Co., his brother, Joseph W., being practically in the same business, and so far as I can learn, at the same place, and in 1847 was junior partner. At a later date, certainly by 1853, the name was changed

to Joseph W. Hunnewell & Co., the partner of Mr. Hunnewell at that time being E. Crafts. Mr. F. M. Creamer was also a partner later, from 1861, and perhaps some time before. In 1864 Mr. Crafts withdrew and formed the firm of Crafts & Williams, at 5-6 Commercial Wharf, and later it was Crafts & Co., at the same place, where they were in business for many years. Later, they removed to 148 Commercial Street, where they were in 1892, and were later bought out by J. W. Hunnewell & Co., who removed to the Crafts' store, 148 Commercial Street, from 76 Commercial Street, where they had been for many years. On the death of Mr. Creamer, before 1870, Mr. George C. Goodhue, who had been with Mr. Hunnewell for several years, was admitted partner, and about 1872 or 1873, on the retirement of Mr. Hunnewell, Robert D. Archer, who had been in the employ of the firm since about 1863, became a partner. They conducted the business at 76 and later at 148 Commercial Street, as a partnership and later as a corporation, and were large packers and exporters of petroleum and spirits turpentine. Mr. Goodhue was President, and Mr. Archer, Treasurer, and the concern is now at 168 Milk Street, formerly Central Wharf. On the death of Mr. Goodhue in 1902, Mr. Charles E. Chapman took an interest in the Corporation and became its Secretary, Mr. Archer holding office of both President and Treasurer. On account of poor health, Mr. Chapman retired in 1912 and is now living in Peterboro, N. H., and I am glad to say is steadily although slowly improving in health. Mr. Archer — familiarly called by his many friends, "Bob," has been for years the controlling spirit in the concern, which in



the past did a very considerable export business in petroleum and spirits turpentine packed in cases, as stated, and has always been successful throughout his more than fifty years of business life. He is now restricting his efforts, although in close touch with all that is passing in the paint and oil business.

The name of Wood was one of the early ones in the paint manufacturing business, and Henry Wood who began in Wellesley in 1837, and was the originator of the widely known and justly celebrated Marseilles Green, was located at 26 India Street, Boston, in 1852, and in 1855, at 29 Doane Street, as Henry Wood's Son & Co. They occupied for many years from 1868 and after 1877, the store 56 Broad Street, the partners then being at first Horace Humphreys and Edmund M. Wood, and later Marshall F. H. Wood, and Louis F. Wood, were admitted. The business is now conducted by Henry Woods Sons Co. at Wellesley, near South Natick—R. H. Johnson being President and William E. Harmon, Treasurer and General Manager. Henry Wood, son of Edmund M., and grandson of the founder, is selling representative. The connection of this company with the New England Paint Co. will be referred to later.

The business of J. A. & W. Bird & Co., was established under the name given, at 53 Chatham Street, as nearly as I can ascertain surely by 1839, and more than likely in the fall of 1838, by John A. Bird, William Bird, 2nd, and John N. Randall, who was a brother of David Randall, known to so many of us. It is possible that Mr. Randall may have been in business for himself a little earlier, as he was named as a clerk in the directory of 1839, although directories are not always infallible. They continued

at the same place, and under the same name, until 1844 or 1845, when Mr. Randall left to go with C. C. Henshaw under the name of Henshaw & Randall, locating next door, at 51 Chatham Street. The business was then continued by J. A. & W. Bird, 2nd, under that name until 1846, when their brother, A. Sigourney Bird, who had been a clerk for a year or two, was admitted as partner. They later moved to State Street Block, 211, and while located there, in 1869, Mr. Gershom C. Winsor (who later became a partner in the petroleum firm of Carter Winsor & Co.), William B. Bird, son of John A. Bird (who had begun as clerk in 1862, when he was twenty years old), and William H. Bird (son of William), were admitted as partners. Edward V. Bird, son of A. Sigourney Bird, entered the firm in 1874, and he retired about ten years later, and his home for the last twenty years has been in Egypt on the Nile, where he went during the winter months, originally for the benefit of his health.

In crossing the Atlantic from Liverpool with my family, some five years ago I had the pleasure of meeting Mr. Bird and his wife, and he told me considerable about his life in Egypt, and that he had bought the island in the Nile, below the first cataract, from Lord Kitchener, who had been granted it by the Egyptian Government, after he had conquered the Mahdi, in the Soudan campaign. Years before, Mr. Bird had built a "dahabiyah" but when he bought this island, he built himself a large house and many American travelers go out of their way to visit him in his home.

In 1876 the firm removed to 119 Milk Street, and in 1882 Charles T. Carruth, referred to elsewhere, became a partner, retiring two years ago after nearly forty years



\*JOHN A. BIRD

\*WILLIAM B. BIRD

\*WILLIAM BIRD

\*JACOB W. HOFFMAN

FRED A. SILVA, JR.



of active and honorable service. John F. Phillips who had been connected with the firm a dozen or fifteen years previously, was a partner from 1883 to 1898, when he retired and I think he died about 1900. Mr. Henry D. Page was a partner for a few years, retiring in 1898, when Mr. William B. Bird's son, Reginald W. Bird, was admitted as a partner. The latter began as an office boy in 1893 and filled all positions acceptably until admitted to partnership as stated. He has proved an energetic, successful and worthy business man.

The firm now is composed solely of William B. Bird and Mr. R. W. Bird. For several years after removal from the Milk Street store—demolished to make room for the telephone building—they were located at 34-35 India Street, and about 1910 moved to 88 Pearl Street, where they are at present located. They have always been successful and have a high reputation and do a very large business with manufacturers in dyestuffs and chemicals, and also in their several specialties, including Ripolin, and are also large distributors of denatured alcohol. July 1, 1902, they disposed of their jobbing paint business to the Pittsburgh Plate Glass Co. Mr. William Bird died about 1878 and his brother, John A., about two years later. Mr. A. Sigourney Bird died about 1893 or 1894, having been nearly fifty years in the business. Mr. William H. Bird, the son of William, died about 1884.

As stated, it was customary for painters to mix up paints and colors for sale, and in many instances the painting business was given up and sale of paints continued. On this supposition or basis, especial mention should be made of the name of Haven, now borne by a



dealer in paints of the third generation of painters and paint dealers, consecutively for eighty-nine years.

In 1825, when twenty-one years of age, Mr. Calvin W. Haven was undeniably a painter, on Common Street, Boston, and from 1827 to 1839 was a partner with Lewis Bullard, and also Mr. Breed, at 16-24 and 8 Essex Street, near Washington Street, and then was alone for several years at same place. Next he was of Haven & Dexter (Joseph Dexter), for seventeen years paint dealers at 503 and 531 Washington Street, and twelve years alone at same store, the numbers having been changed in 1876 from 531 to 689. Mr. Haven died in March, 1882, leaving a handsome property for those times.

His son, Frank Haven (who started in the paint business on his own account as Field & Haven, and is referred to elsewhere), took the business, remaining at 689 Washington Street until 1900, moving then to 24 Eliot Street, and later to 32 Eliot Street. The business was taken over in 1904 by Charles F. Haven (son of Frank Haven, who is still living), who has successfully conducted it at 32 Eliot Street. The business has thus been in existence eighty-nine years, through three generations.

Pearson H. Field, Jr., and Frank Haven begun business in 1857 at 84 Union Street, under the name of Field & Haven. Two years later they moved to 55 Broad Street, Mr. Charles W. Dexter joining the firm under the name of Dexter, Field & Haven. This partnership existed for five years or 1864, when Mr. Dexter made other connections and the remaining partners moved to 132 Milk Street, and continued there six or seven years, when in 1870, on retirement of Mr. Field, the business was run by Mr. Haven alone, as Frank Haven

& Co., until early in 1871 it was sold to May, Nash & Winslow.

Both Mr. Field and Mr. Haven went into the manufacture of organs as The Boston Organ Co., at 395 Milk Street. After a few years, the business was discontinued and Mr. Haven, about 1880, went back into the paint business, as stated elsewhere.

The name of Cotton has been connected for many years with the paint and painting business, beginning in 1796, when John Cotton — who was one of seventeen children and who was born in 1771, and died November 25, 1837 — had a paint shop on Milk Street, probably corner of Batterymarch Street. It was later run by him, with several partners and from 1813 to 1826, under his own name, and with his son, Solomon, as John Cotton & Son. There were other partners later and in 1834, it was Cotton & Wyman, 95 Milk Street. John Cotton's father, Solomon and grandfather, John Cotton, founded the business which finally developed into the American Tube Works, which business has been run for so many years by the Cotton family.

John Cotton, the painter, occupied for his business on Milk Street for forty years a portion of the large tract of land largely owned by the Cotton family, bounded by Milk, Batterymarch, Purchase and Oliver Streets, which included a large part of old Fort Hill. I thought at first that these Cottons were a connection of John Cotton & Son, paint dealers and painters, who started in 1849 as John Cotton at Harrison Avenue, corner of Essex Street and in 1871 were at 170, and since 1898 at 142 Harrison Avenue, but I have about

concluded that the latter are from a different branch, with French antecedents.

John Cotton of Harrison Avenue—who was born in 1821—died in 1884 and since then his son, William E. Cotton, has run the business as John Cotton & Son.

Ruel Baker was also a very early painter and paint dealer, beginning in 1818, and running up to about 1849, when it was R. Baker & Son, paint dealers, at 410 Washington Street.

The name of Randall appeared first in the business in 1838 or 1839, when John N. was junior in J. A. & W. Bird & Co., at 53 Chatham Street. Later, about 1845 or 1846, Charles Henshaw and John N. Randall began business at 51 Chatham Street. David Randall, brother of John N., was a clerk then at 4 Harvard Court, and I think he was a clerk that same year for Henshaw & Randall. At any rate, a year or two later, or about 1848, at 31 India Street, the firm of Randall, Batchelder & Co., was formed, of which David Randall, L. E. Batchelder, and George P. Folsom—uncle of Charles E. Folsom—were partners. One year later, about 1849, we find David and John N. Randall as Randall Bros. at the old store of Henshaw & Randall, 50-51 Chatham Street, and the next year, 1850, the firm name was Randall Bros. & Co., Mr. Batchelder having been taken into the concern once more. Soon after, or about 1851 or 1852, the firm name Randall & Batchelder, composed of John N. Randall and Mr. Batchelder, and Mr. David Randall was a clerk the next year with that same concern, and continued later in same place, with George B. Rogers, during 1853 and 1854. In 1858 Mr. L. E. Batchelder was alone at 1 India Street, and in 1865



David Randall was alone at 29 India Street, and for several years following. In 1875 Mr. Randall was in business at 28 India Street, and he had a partner then for a few years, Mr. Rowland Hunt, whom many of the trade will remember. About 1880 the firm name was changed to Randall & Carruth, Mr. Charles T. Carruth, who had been clerk and partner in the firm of N. & C. Carruth & Co., 114 State Street, having joined forces with Mr. Randall. Mr. Carruth retired about 1882, and entered the firm of J. A. & W. Bird & Co., and Mr. Randall continued business as David Randall & Co. After Mr. Carruth retired, Mr. Leonard Smith was taken in as partner and continued about three years, and in July, 1887, Mr. Albert E. Carr (only son of John Carr, so long President of the First National Bank) and Mr. Walter Tufts were admitted as partners. Mr. Carr begun service as a boy for David Randall, January 1, 1883.

Mr. Randall had served as a member of the State Senate and was very much respected in the trade, and he died in Waltham, November, 1887. Mr. Carr retired from active service in the firm in 1900, and his interest entirely ceased in 1905, he having entered the concern of Silver, Burdett & Co., book publishers, as Treasurer, where he is at the present time. Mr. Tufts retired May 1, 1889, to act as manager of the Salem Lead Co., a subsidiary of the National Lead Co. He subsequently became and is today, Boston manager of the Massachusetts Corporation of the National Lead Co., and a Director in the parent Company. Mr. Ralph E. Potter, who had come as a boy to David Randall & Co., July 1, 1887, purchased Mr. Carr's interest in

the business, January 1, 1905, and successfully carries it on at 71 Kilby Street, under the name of David Randall & Co.

In 1842 there was established at 59 Union Street the firm of Charles Hollis & Co., the company being Asahel Wheeler. In 1844 the firm name was Hollis & Wheeler, and in 1850 Mr. Wheeler was alone. In 1853 we find him at 73 Union Street, associated with H. Bright, Jr., under the firm name of Asahel Wheeler & Co. Not long after it was Wheeler & Whitney, and later J. P. Whitney & Co., the latter in 1856 at 61 Union Street. In 1862 Mr. Wheeler was at 41 Water Street, and in 1864 at 69 Water Street, corner of Congress and Bath Streets — now Postoffice Square — removing to Battery-march Street, at the time of the Boston Fire, and locating at 145 Milk Street, in about 1874.

The present concern which located in 1901 in building 58 High Street, owned by Mr. Wheeler, was incorporated in 1904, with officers: George W. Wheeler, as President and Treasurer, who was with his father as far back as 1864, and Richard Y. Good (who has been in the business thirty-five years), as Vice-President and General Manager. Mr. Wheeler's son, John B. E. Wheeler has lately entered the business and is now Assistant Treasurer. Mr. Asahel Wheeler died in 1901, aged eighty-four years. Mr. Wheeler served fifty-nine years in the paint business and understood it thoroughly, and advanced many original ideas. Many of us remember his invention "Siccohast" which had quite a sale at one time, and we also remember with affection, his old-time politeness, sincerity, and earnestness.

In the same year, 1842, the paint and drug firm of





\*ASAHEL WHEELER

RICHARD Y. GOOD

GEORGE W. WHEELER

\*JOHN BRIGGS

\*J. WILLIAM RICE



Wheeler & Briggs was started at 4 Commercial Wharf, the partners being Lewis Wheeler, Jr., and John Briggs. John Briggs had been for over seven years, a clerk in the employ of E. & F. King, beginning with Pratt & King, in 1834. I have seen letter of recommendation from this concern, dated June 24, 1841, as follows:

June 24, 1841.

The bearer of this, Mr. John Briggs, has served his apprenticeship with us and been in our employ upwards of seven years. We put the highest confidence in his honesty and believe that his knowledge of and capacity in all matters relating to the business of drugs and medicines, will render his services of the highest value to his employers.

(Signed) E. & F. King.

As he was born in 1820, he was only twenty-two years old when he entered the firm of Wheeler & Briggs. In 1847 Fred Beck, who had been a partner of E. & F. King & Co., for a short time, associated himself with Wheeler & Briggs, at 75 Commercial Street. Mr. Lewis Wheeler, Jr., left the concern in 1848, starting that year in business alone at 33 India Street, and later, 1853, he was in business as Lewis Wheeler & Co., at 1 and 3 Custom House Street, corner Broad Street, until 1875, when the business was discontinued. The firm of Briggs & Robinson was formed about the same time, locating at 27 Commercial Street, and later moved to 5 Eastern Avenue, where they remained until 1861, when they removed to 207 State Street, the partners then being John Briggs, and E. P. & C. E. Robinson. In 1876 they moved to 33 Batterymarch Street, and from 1879

to 1889 John Briggs was alone, under the name of John Briggs & Co., at the same location. In 1890 the firm was changed to Briggs, Hoffman & Co., John Briggs, Jr., and Jacob W. Hoffman (formerly with Howe & French) being admitted.

Mr. John Briggs, Sr., died in December, 1894, aged seventy-four years, having spent sixty years in the paint and oil business. He was a well-informed, practical, and very forceful man, in speech, as well as actions, and will be long and well remembered. Mr. Benjamin Hammond became a member of the firm March 1, 1895, taking the place of Mr. Hoffman, and Mr. Albert E. Cole was admitted April, 1895. In July, 1907, the business was incorporated, and later Messrs. Cole and Hammond retired to make other connections. The officers of the new Corporation of John Briggs & Co., now located at 45 Purchase Street, are John Briggs, President; E. W. Cooper, Vice-President; J. E. Maroney, Treasurer; and George J. Beake, Secretary. They were the first large manufacturers of putty in New England.

Mr. Hoffman retired from the Briggs-Hoffman Co., formed a Corporation in 1895, at 434 Atlantic Avenue, Messrs. Silva, Annable and Cooper, becoming stockholders in same, Mr. Cooper having been with the New England Paint Co. In 1904 Mr. Charles F. Richardson connected himself with the concern, the name being Hoffman-Richardson & Co., but Mr. Richardson retired after a year or two, and the name was changed in 1906 to J. W. Hoffman Co., and they moved about that time to 8 Medford Street. Mr. A. K. Woodward was admitted in 1907, and Mr. Cooper left at the same time to connect himself with John Briggs & Co., Inc. Mr. Hoffman

died November 10, 1908, aged sixty-one years, and it will be a long time before we forget our good old friend "Jake." In 1913 they moved their office and factory to Everett, and the present officers are L. A. Merrow, President; A. K. Woodward, Vice-President; and Fred A. Silva, Jr., Treasurer.

The Acme White Lead & Color Works, one of the very largest paint manufacturers in the country, whose main factories are in Detroit, were located in Boston at 193 High Street in 1893, although they did not remain here very long. In July, 1907, they had an interest in the Tremont Paint & Color Works, which were located on Washington Street and Union Street, and in July, 1909, they bought out the Tremont Company, and the office and salesroom had been removed to East Boston, where the large factory built originally by John Briggs & Co., and wharves of the Acme Company, are located. Mr. Albert E. Cole, whose home is in Salem, is in active management of these Works.

In 1843 there was formed at 1 India Street, corner of State Street, the firm of Cutler, Day & Co., consisting of A. L. Cutler, A. B. Day, and E. Blatchford. Mr. Cutler (whose three other brothers were later in the wholesale drug business as Cutler Bros. & Co.), had been a clerk for Reed, Wing & Cutler, from 1839 to 1843, at 54 Chatham Street, near where have since been located so many paint, oil, and drug firms. In 1849, the concern as Cutler & Stickney, was located at the same place. Mr. Day was for a time alone and later was of Hale, Day & Storey, 7 Long Wharf. Mr. Cutler was alone in 1851, and in 1852 he moved to 43 India Street, associating with himself, Mr. Charles Henry Cutler, another



brother, who was later Chicago manager for C. T. Reynolds & Co. Mr. A. L. Cutler was a manufacturer of varnish in 1856, and Mr. C. Henry Cutler continued as partner until 1863, at 156 State Street. A. L. Cutler moved to 147 Milk Street, in 1869, and later to 143 High Street. In January, 1874, Mr. William S. Cutler was admitted a partner with his father, the same day that I was admitted a partner with my father. Herbert D. Cutler, another son of A. L. Cutler, was for many years prominent in the manufacture and jobbing of paint in Kansas City, in the concerns of Campbell & Cutler, Cutler & Neilson, and Cutler Paint & Glass Co.

December 31, 1899, the firms of A. L. Cutler & Co. and Gould & Company were consolidated and incorporated, under the name of Gould & Cutler, Corporation, and located at 69-71 Union Street, later taking the adjoining store at 75 Union Street. This was the first incorporation among Boston paint firms and since then nearly all are now doing business under corporate names.

In 1853 my father, John A. Gould, who had been a clerk in the law office of Gardner Greene Hubbard, and also for his uncle, Dr. Porter, became a partner with the latter, under the name of John Porter & Co., and located at 12 Broad Street, where the Board of Trade Building now stands. Prior to 1853, my father had worked for his uncle, John Porter, who in 1850 kept a lamp and burning fluid store at 2 Court Square, near corner of Court Street, where Young's Hotel now is. Harvey D. Parker had for several years kept a restaurant, very next door, No. 3, including basement, and my father has told me that Harvey D. paid the closest attention to every detail and he had seen him many times wearing



\*JOHN A. GOULD

\*A. L. CUTLER

GEORGE A. RICHARDSON

GEORGE L. GOULD

\*WILLIAM S. CUTLER



the white jacket or apron of a waiter or chef. He became popular with his patrons and the result in a very few years was the famous Parker House, corner School and Tremont Streets, and the present owners of that hotel also control the place where he first started.

In 1861 J. Porter & Co. were at 73 Clinton Street and my father took delight in telling that while in that store Mr. John D. Rockefeller called on him one day and made a contract to buy all the empty oil barrels they would give him and they shipped 5600 to Cleveland that year. The next year they moved to 59 Kilby Street, corner of Water Street. They had manufactured Porter's Patent Burning Fluid, made from camphene and alcohol, which was in the early fifties, by far the best artificial light at that time, as gas was comparatively, if not wholly, unknown, as an illuminant, and of course, petroleum had not been discovered — the chief competitors of Burning Fluid having been sperm oil and candles.

Prior to the Civil War, in the late fifties, illuminating oil was manufactured from coal, and in or about 1859 Dr. Porter and my father had a refinery in Coshocton County, Ohio, and they put out the brand "Coaline" Oil, which came only a year or two after Samuel Downer invented the word Kerosene, and the business promised to be a good one, inasmuch as the War had inflated prices of camphene and alcohol to three or four dollars per gallon, so that it was almost impossible to sell burning fluid to any extent. The discovery of petroleum, however, changed the whole situation and the coal oil factory referred to was sold early in 1862

as junk and they were forced to obtain petroleum oil elsewhere.

In about 1864 or 1865 my father associated himself with Silas Burbank and his son, Charles G. Burbank, in the manufacture of varnish at Alford Street, Charlestown, and shortly after a general paint business was begun by him. I recall going over to the factory, 1865 or 1866, as a small boy, and working vacation days and holidays, sorting kauri gum. I was born in Woburn, February 6, 1852, and began work as an errand boy August 1, 1867, in the store of John Porter & Co., in Liberty Square, 101 Water Street, and 59 Kilby Street, where the John C. Paige Insurance Agency now is. My father was sole proprietor and I became a member of the firm January 1, 1874.

We were burned out at the Water and Kilby Street store in the big Boston fire, November 9, 1872. Very few of the trade suffered from that fire, as it was stopped the next block to where we were located, that is, where the Mason Building in Liberty Square, now stands. It may not be amiss to recount a very few incidents of that fire, although they may have a small personal tincture, but such is the penalty or rather result of reminiscences. I was a young man, twenty years of age, and went from Chelsea about nine o'clock that Saturday evening and watched the ravages of the fire, from Summer Street to Franklin Street, never thinking for a moment that it would get to our place. About four to five o'clock Sunday morning it began to look very serious, and a little later the Department had brought dynamite or other explosive material to the store of Asahel Wheeler, at the corner of Water and



Congress Street. While they were blowing up those buildings I was working in our store at the other end of the block getting what goods we could together to be carted to what is now Fort Hill Square. For a week or more nearly all the horses of Boston had been down with epizootic or horse influenza, and certainly not half of the horses in Boston were available at that time, and therefore prices were very high. I engaged a horse and wagon at fifteen dollars per load and had four loads carted to Fort Hill Square before the flames destroyed our store. When the man came to collect his pay the next week he was conscience stricken and said that he thought five dollars per load was enough, and certainly this was one of the events of the Boston Fire that shone out in a bright light in my memory.

The old Fort Hill was being cut down at that time, the dirt being used to fill in between India Street, Central and India Wharves, to where Atlantic Avenue now runs — where the Chamber of Commerce and other large buildings now stand. There was ample vacant land for storage of goods that were saved in this manner, but it was a pitifully small proportion of the whole quantity, and there were various thefts of the goods that were left there for many days. I went to my home in Chelsea about nine o'clock Sunday morning with all my pockets crammed full of paint and varnish brushes and met my father on Hanover Street coming to Boston, to see what had happened. I told him that our store was burned two or three hours before.

Through the kindness of Mr. Charles S. Jenney we took the few goods which were saved to 46 India Street, occupying a part of the Jenney premises, where

we stayed about a year, and later moved to 35 India Street, where we remained until 1877, then moving to Union Street, where we located until December, 1902, when we occupied the entire building at 105 North Street, corner of Cross Street, remaining there nearly nine years. Three years ago, June 1, 1911, we moved to our present location, 41-49 Sudbury Street, corner of Bowker Street, which had just been vacated by the Pittsburgh Plate Glass Co.

Our house is distributing agency for Muresco, Mooramel, Sani-Flat, and other products of Benjamin Moore & Co., now perhaps the third or fourth largest paint manufacturing concern in the country. Mr. A. L. Cutler died December 12, 1904, and Mr. John A. Gould died January 31, 1906, both being nearly eighty-seven years at the time of death. Mr. William S. Cutler died September 10, 1911, and Roger I. Cuyler (formerly with the Carter White Lead Co., Chicago), who succeeded him as Treasurer, died June 7, 1912. I can vouch for the ability and high character of all of these gentlemen.

As stated before, A. L. Cutler & Co. and Gould & Company were consolidated December 31, 1899. The present officers of the Corporation are: George L. Gould, President; Charles D. Miller, Vice-President; George W. Bacheller (who came as clerk in November, 1881), Treasurer; George A. Richardson, Assistant Treasurer; and Guy C. Rowell, Secretary. Mr. George F. Sumner is Superintendent of the Store Sales Department, with Ray W. Wanzer as Assistant, and Mr. Simon Newton looks after the advertising and other details. Mr. John T. Hurley has had charge of the Shipping Department since our incorporation, twenty-five years ago, and had

been with Mr. Cutler twelve years, thus making thirty-seven years of continuous and faithful service.

Mathias Crocker, who lived in Malden and whose connection with so many men in paints and oils is so marked, seems to have begun business in 1843 and possibly in 1842 at 49 Blackstone Street with Charles H. Badger, under the name of Crocker & Badger, succeeded about 1849 by C. H. Badger — Mr. Crocker having formed the firm of Banker & Crocker. John C. Howe was clerk for Mr. Badger in 1849 (I think he was a brother-in-law), and became a partner in the firm of C. H. Badger & Co. in 1851 or 1852. In 1859 Mr. Howe who had run the business after the death of Mr. Badger — some two or three years previously—took the business, with John J. French as partner, under the name of Howe & French, and they were very successful during the War period. Mr. French had been clerk for the large drug firm of Reed & Cutler, at 33 India Street, for several years. Mr. Peter Ripley and Mr. Frederick W. French were admitted as partners in 1871, the firm name continuing as Howe & French. In 1879, they removed to 107 Milk Street.

Mr. John J. French died about twenty-five years ago and Mr. John C. Howe died in the fall of 1901, being the last survivor of the old Howe & French concern, both leaving large estates. Mr. Ripley died in August, 1892, and Frederick W. French died July 18, 1900, in his fifty-eighth year, having been born September 10, 1842. The business was continued by Mr. Howe's executors until 1904, when the present corporation of Howe & French succeeded to the business on High Street. The officers of the present Company are Clarence P.



Seaverns, President; William D. Rockwood, Treasurer; and Milton S. Thompson, Vice-President. Mr. Rockwood has been connected with the business since 1884 and Mr. Seaverns since 1889.

For a year or two, the first part of this century, C. P. Seaverns & Co. were located at 72 Broad Street, where Harrison Bros. & Co., of Philadelphia, were represented by the first named concern, and it is probable that they removed to High Street, when they succeeded to the Howe & French business, and adopted the old name of that concern. The old Howe & French Isinglass business has since been conducted by Howe & French Isinglass Co., with office at 89 State Street.

Charles W. Badger, son of Charles H. Badger and nephew of John C. Howe, was a clerk with the latter firm prior to 1875, when they took on also the new store, 107 Milk Street, and retained for a while the old store at 69 Blackstone Street, and very likely Mr. Charles W. Badger was manager of the Blackstone Street store at that time. At any rate, in 1876 it came into Mr. Badger's hands and he remained there several years, finally removing to 11 Union Street, where he remained until he was burned out some ten or twelve years ago. The fire was so complete that he decided to retire from business at that time and is now living, I think, in Newton.

Mr. Crocker continued in business with George W. Banker for a few years, and in 1852 became partner in the firm of Wadsworth-Nye & Crocker, 38 India Street, the company being started in 1847 by Samuel Wadsworth and J. A. Nye, under the name of Wadsworth & Nye, at 116 State Street, although Mr. Wadsworth really started the business in 1845 at 116 State Street under



PLEASE ACCEPT  
WITH COMPLIMENTS OF THE  
PAINT AND OIL CLUB OF NEW ENGLAND



\*MARCUS M. WADSWORTH

CHARLES F. HOWLAND

ARTHUR P. FELTON

JOHN WADSWORTH

GEORGE H. KIMBALL

the name of Thompson & Wadsworth. The present Corporation of Wadsworth-Howland & Co. was thus started in 1845. In 1850 it became Wadsworth, Nye & Co., the company being Lawson Valentine, and this seems to be his first official entrance into the paint and varnish business, although he may have made varnish on his own account in a small way. In 1856 the style was Wadsworth-Crocker & Co., the company being Hiram Wadsworth. In 1857 Mr. Crocker retired and joined with his brother, Nathan, in 1858 at 34 India Street as M. & N. Crocker—Samuel and Hiram Wadsworth continuing as Wadsworth & Co., at 38 India Street, Charles F. Howland beginning as clerk April, 1858, having been born May 24, 1841. In 1861 the two firms consolidated, under the name of Crocker, Wadsworth & Co., at 34 India Street, the company being Hiram and Marcus M. Wadsworth. Charles F. Howland was admitted partner in 1866, and in 1869, the firm name became Wadsworth, Howland & Co., composed of Marcus M. Wadsworth, Charles F. Howland, and John Wadsworth. In 1874, the firm became a special partnership under the name of Wadsworth Bros. & Howland. Mr. Henry A. Robbins became connected with the concern early in 1880 and was a partner in the house in 1883, and for many years served with much ability as Treasurer and Manager until his retirement January 1, 1910. Mr. Robbins is now Vice-President and General Manager of the International Ticket Co., Boston.

Mr. Fred A. Gunnison was associated with the firm for many years, as partner and director in the Corpora-

tion, until his death on his fiftieth birthday, January 31, 1909.

Mr. Lucius Turner was a partner and director in Wadsworth-Howland & Co. until his death in 1907. Mr. Marcus M. Wadsworth died in 1908, having retired from active business several years before. Incorporation was made in 1894 under the name of Wadsworth, Howland & Co., Inc., the present officers being Charles F. Howland, President; Arthur P. Felton, Vice-President and General Manager (who has been with the company over twenty-five years); George H. Kimball, Treasurer; Charles S. Robbins, Sales Manager.

John Wadsworth is still a stockholder and director but has not been active in the business for many years, his home being in Pasadena, Cal. Mr. Howland, next to Mr. Charles W. Dexter, has the record of longest service (fifty-six years) in the paint business among those living. He is very active and very much respected. Mr. Arthur Howland, son of Charles F., is now connected with the company, being in charge of the Malden factory. Their offices and store are at 84 Washington Street, with factories at Malden, where their "Bay State" Paints and Coatings are made. They have branch stores in other places in New England, including 222 Clarendon Street, Boston. They are announcing removal of their main Boston store and offices to 139 and 141 Federal Street late the coming fall.

George S. Dexter in 1837 made his first appearance in the paint business as a boy of thirteen, working for Pratt & King, and later for E. & F. King. He was a partner in E. & F. King & Co. in 1846, and the firm name became King & Dexter about the time of retirement







\*GEORGE S. DEXTER

FRANKLIN K. DEXTER

CHARLES W. DEXTER

\*JOHN C. HOWE

\*EDMUND M. WOOD

of Mr. Edward King. As Mr. Edward King was very desirous of going into the business again, Mr. Dexter sold him, in 1859 his half interest for a handsome sum, including a bonus for the lease and good will, and he was a rich man for those days, and only thirty-five years old.

He was out of active business five years but apparently could not stand it any longer, and therefore, in 1864, he formed at 55 Broad Street the firm of Dexter Bros., his partner being Charles W. Dexter, who was of King, Dexter & Co. in 1852 and had been a clerk for King & Dexter for quite a time previously. On leaving the King concern in 1859, Mr. Charles W. Dexter was for a short time connected with J. A. & W. Bird & Co., but later of Dexter, Field & Haven (referred to elsewhere), located at 55 Broad Street, and at the end of five years, in 1864, he joined with his brother George as stated above. In 1872 Mr. Joseph E. Still, who began as clerk in 1866, and Mr. Franklin King Dexter, son of Mr. George S., were admitted as partners. Mr. F. K. Dexter began as clerk in 1866. He retired from the firm January 1, 1891, and has since been living with his wife in quiet and happiness in the town of Weld, Maine, spending portions of the winters in and around Boston, and in traveling. Two other sons of George S. Dexter became partners in the firm, Wallace Dunbar Dexter and George B. Dexter, who joined it in 1876 and 1886 respectively. Mr. W. D. Dexter retired in 1889, and is now a successful real estate operator and broker in Boston. Mr. Still left the firm in 1887 and Mr. Charles W. Dexter a little later, both making other connections referred to elsewhere.

Mr. George S. Dexter retired permanently about 1876, and died December 26, 1901. He was a very shrewd and successful man of business and impressed his strong personality and high character upon all with whom he was brought in contact. The business is now continued as a Corporation, Dexter Bros. Co., located at 109 Broad Street, their chief specialty being Dexter's English Shingle Stain, favorably known all over the United States. The present officers are George B. Dexter, President and Treasurer; Frank H. Nutting, Secretary, and George Stillman Dexter, Assistant Treasurer. Mr. George B. Dexter has traveled extensively and has given interesting illustrated lectures before our Club members, and elsewhere.

Exeter, N. H., became represented in the paint business in Boston in the year 1853, when the firm of J. B. & C. E. Folsom, 27 South Market Street, was established. In 1854, under style of J. B. & C. E. Folsom & Co., Mr. Henry R. Merrill was admitted, and all three of these were natives of Exeter. J. B. Folsom had a brother, George P., who was a partner of David Randall in 1847. Another brother was A. Folsom, who was in the oilcloth business in Dover and Boston. Charles E. Folsom was a nephew of J. B. Folsom. The firm name was changed to Folsom & Merrill in 1856, and they took the adjoining store, No. 28. In 1858 Dr. Abner L. Merrill, also from Exeter, joined the firm and they were located at 215 State Street, in State Street block. In 1861 (and possibly 1860) it was Folsom & Merrill. In 1862 Mr. Folsom retired and the firm name was changed to Merrill Bros. They remained on State Street several years, until removal to 120 Milk Street, as will be noted later.







\*CHARLES E. FOLSOM, SR.

\*HENRY R. MERRILL

DR. ABNER L. MERRILL

CHARLES E. FOLSOM

ROBERT D. ARCHER

Mr. Folsom organized the same year, 1862, the firm of Folsom & Dearborn, at 10 India Street. In 1871 the firm name was changed to C. E. Folsom & Co., and removal was made to 34 India Street, where they were in the early eighties, and about 1889 the firm moved from Batterymarch and Franklin Streets to 124 Purchase Street, the proprietor being Mr. Charles E. Folsom, Jr., who began with his father in 1872. He closed out the business in 1898, upon his election as one of the Principal Assessors of City of Boston, which office he still holds, being Secretary of the Board. He was alderman for the years 1893-4-5-6, in the City of Boston, and served as State Senator in 1897 and 1898. Mr. Folsom, Sr., died in September, 1893.

Mr. Henry R. Merrill, in connection with Mr. Charles W. Dexter and Mr. Joseph E. Still, who had been with Merrill Bros. a year or two, formed the firm of Merrill, Dexter & Co. about 1885. They were located at 120 Milk Street, where the firm of Merrill Bros. had been for several years after their removal from 215 State Street, and when the property on Milk Street was needed for the Exchange Club building about 1893 removed to 142 High Street, where in 1906 the business was incorporated under the same name. Dr. Abner L. Merrill had retired from active business before that time, about 1885, but has kept a lively interest in all matters, making his home generally in Exeter, where he has benefited the old town and its institutions, particularly Phillips Exeter Academy, in many ways, not only contributing to their financial, moral and physical betterment, but to his own happiness. At present, Dr. Merrill is living quietly at the Hotel Otis, Mt. Vernon Street, Boston, at the advanced age

of eighty-eight years, January 23, 1914, in full possession of his faculties—more so than most men at sixty. Mr. Henry R. Merrill died in 1897 at the age of sixty-nine—one of the most respected men in the trade. Some two years ago, the name was changed to Wilhelm-Dexter Co., located at 83 High Street, the present officers being Charles W. Wilhelm, President; Charles W. Dexter, Vice-President; Joseph E. Still, Treasurer; and Herbert Leadbetter, Secretary.

Mr. Dexter is the dean of paint dealers, beginning as clerk in 1849 and as partner in 1852. Although eighty-seven years of age, he is still active and well preserved and his life has been one of usefulness and success. I think that with this continuous service of sixty-five years, Mr. Dexter might well claim the record of all in the Trade in this country and very seldom equalled in any line, exceeding by more than five years that of my dear old friend, Mr. George W. Fortmeyer, one of the Directors of the National Lead Co., in New York City. Mr. Fortmeyer on the eighth of the coming October will celebrate the completion of sixty years since he began in the white lead and linseed oil business with Robert Colgate & Co., original owners of the Atlantic White Lead Co.

In 1848 Charles V. Poor began business as Ross & Poor at 19 Tremont Row, and later he was alone at the same place. In 1852, with Daniel B. Shipman, he formed the firm of Poor & Shipman. Not long after Mr. Shipman removed to Chicago, where he engaged in business, and years later formed the D. B. Shipman White Lead Works, which were afterwards a part of the National Lead Co., Mr. Shipman becoming a Director.







\*CHARLES RICHARDSON

FRANK L. WATSON

CLARENCE P. SEAVERNES

HERBERT E. GRANT

WILLIAM D. ROCKWOOD

In 1853 Mr. C. V. Poor again started in business alone at 75 Broad Street, and later moved to India Street, Augustus Towne being admitted in 1859, continuing under the name of C. V. Poor & Co. until 1869, when George A. Allison was admitted, under the name of Poor, Towne & Co. Mr. Poor died about 1874, Mr. Allison, about 1878, and Mr. Towne about 1883. Mr. Walter A. Towne continued the business until after 1894, when the firm was liquidated.

Mr. Charles Richardson, as successor to W. C. Hunneman, Jr., of 44 India Street (formerly at 54 Kilby Street), dealer in paints and varnishes, first appeared in the paint business as principal in 1858, when with J. E. Sheldon he formed the firm of Charles Richardson & Co., at 44 India Street, and three years later Mr. William H. Hall was admitted. Mr. Richardson had worked for Mr. Hunneman for three or four years previously. They moved in 1863 to 61 Broad Street, corner of Milk Street, and in 1876 they located at 85 Oliver Street, corner of High Street, where the business has been conducted ever since.

Mr. Charles Richardson died in May, 1895, aged seventy-one years. He was very forceful and original in many of his ideas. His long beard (which often covered his lack of neck-tie), gave him a patriarchal appearance which deeply impressed the younger men and the boys, to whom he was always kind. He was always interested in outside affairs, having been for many years President of the old Commercial Travellers' Mutual Benefit Association. He was first President of the Paint and Oil Club of New England, and also first President of the National Paint, Oil & Varnish Association, which

he, in connection with the other two delegates from New England, Mr. John D. Morton and Mr. George L. Gould, helped to organize at Saratoga in 1888.

It is a singular thing that these men, the first three Presidents of the Paint & Oil Club, should also (all of them, later) serve as President of the National Paint, Oil & Varnish Association. Mr. Richardson was an early, consistent and earnest advocate of the establishment of the Department of Commerce in the Cabinet of the President, and he lived to see the successful accomplishment of his efforts. Charles F. Richardson, his son, retired December 31, 1901, and as one of the executors of the Estate of John C. Howe, assisted in the management of Howe & French for a year or so. He was later connected with J. W. Hoffman and also the Bridgeport Wood Finishing Co. He is at present engaged in business on his own account at 46 Cornhill.

The business of Charles Richardson & Co., was continued under the same name from January 1, 1902, to August 1, 1904, the partners being Messrs. Frank L. Watson, Edward M. Hallett, B. Edson Fish, and Herbert E. Grant. On the latter date, the name was changed to Watson, Hallett & Co. Mr. Hallett retired December 1, 1905, but the firm continued until April 8, 1912, when it was incorporated, under the same name, with these officers: Herbert E. Grant, President; Frank L. Watson, Treasurer and General Manager; W. W. Tonner, Secretary; and John J. Hoar, Director.

Mr. Fish, who began his connection with Mr. Richardson in 1864, died in October, 1911, after a service of forty-seven years. Mr. Watson was a clerk first for Mr. Richardson in 1866, and was admitted as partner in the







JOHN P. MAY

SOLON G. WARREN

EDWARD W. NASH

ANTHONY WAYNE STRAUSS

ALBERT E. COLE

firm September 1, 1887. He has thus been connected in faithful service with the concern forty-eight years.

In 1871 the firm of May, Nash & Winslow was formed, and they located at 132 Milk Street, having bought out Frank Haven & Co., who had succeeded Field Haven & Co., in 1870. The partners were John P. May, who began the business as a clerk for E. & F. King & Co., June 24, 1864, when he was eighteen years old, Edward W. Nash, a salesman for C. E. Folsom & Co., and who started with Folsom & Dearborn in 1863, and Andrew R. Winslow (son of John B. Winslow, for many years superintendent and General Manager of the Boston & Lowell R.R.), who had been bookkeeper for the Folsom concern, beginning about 1868.

Mr. May is grandson of Samuel May, who founded the metal firm of May & Co., and located in store at corner of State and Broad Streets a century ago. He paid two thousand dollars for the land at that corner and was called a fool, but nearly a hundred years later — in 1911 — the same lot (with buildings of no value) was sold by his heirs for one hundred eighty-five thousand (\$185,000) dollars.

May, Nash & Winslow continued on Milk Street until 1876, when they moved to 67 Oliver Street, and in 1887 to 90 Pearl Street. Mr. John P. May retired about 1889 to hold a responsible position in the Exchange Club, corner of Batterymarch and Milk Streets, where he is at the present time, and the remaining partners continued under the name of Nash, Winslow & Co. On account of impaired health, Mr. Andrew R. Winslow gave up business entirely in 1901, when the concern was

incorporated under the style of E. W. Nash Co., Mr. E. W. Nash being President.

Mr. Nash, who was an able, energetic man, died in September, 1904, in his sixty-first year, and his brother, Frank King Nash — whose wife is a daughter of Franklin King — became President and Treasurer. He, with S. G. Warren (who had been Boston manager for the Chilton Mfg. Co., located in 1892 at 100 Pearl Street, and is present manager and Assistant Treasurer of the Nash Company), and Mr. B. H. Gifford, Secretary, and Mr. Edward B. Slocum, constitute the Board of Directors. They are now located at 559 Atlantic Avenue. Mr. Winslow is living quietly, yet in affluence, at the Hotel Vendome, and does many acts of unostentatious benevolence.

The firm of Wood Bros. was formed in 1877, composed of John and Edward E. Wood, Jr., and they first located on Portland Street, near where B. A. Doherty is now located, but soon after removed to 12 Sudbury Street, corner of Friend Street. They retired in 1904, selling the business to Richardson & Brackett, who conducted it successfully until 1913, when the partnership was dissolved, Mr. Richardson disposing of his interest to Mr. Brackett and allying himself with Gould & Cutler, Corporation, as Assistant Treasurer. Mr. Brackett later disposed of the business to the New England Oil, Paint & Varnish Co., and is now manager of their Boston store, at the corner of Sudbury and Friend Streets.

In the revision of this sketch, I learn today, June 18, of the death of Mr. John Wood, who was elected an honorary member of the Club on his retirement from business.



The New England Oil, Paint & Varnish Co. was an indirect outgrowth of the New England Paint Co., which really went out of existence some fifteen years ago, when the business was bought by Briggs, Hoffman & Co. The New England Paint Co. was an outcome of one of the departments of Henry Wood's Sons Co. and was intended to do the grinding and jobbing business of the last named concern. This was in 1891, and originally their grinding was done at 451 Atlantic Avenue, but later was moved out of town, with a distributing store on Portland Street. The business was managed by Louis F. H. Wood and Dr. Sibley of Arlington, and E. W. Cooper was Superintendent of the mills. The business was not entirely successful and was, a few years later, sold to Briggs, Hoffman & Co., who again fitted up the original factory on Atlantic Avenue, where they were located for several years. Mr. A. K. Woodward was connected with the concern when it was bought out by Briggs, Hoffman & Co., and Mr. Cooper has since connected himself with John Briggs & Co., as stated elsewhere. The officers of the present New England Oil, Paint & Varnish Co., are L. A. Merrow, President; A. K. Woodward and A. H. Avery, Vice-Presidents; Fred A. Silva, Jr., Treasurer; and M. S. Ryder, Secretary. This Corporation is very closely allied to the Burbank & Ryder Varnish Co., and the Hoffman Paint & Varnish Co., and is possibly what might be classed as a holding company—Mr. Merrow being President of these two other concerns. Colonel Merrow has outside interests, both business and political, and has served on the Governor's Council in New Hampshire, where his interests are large.

Samuel Cabot, Jr., started in the manufacture of blacks, colors, stains, etc., in 1887, and he died in 1906. The business now conducted at 141 Milk Street was made into a Corporation not long after Mr. Cabot's death, under the name of Samuel Cabot, Inc., Samuel Cabot, the younger, being President; H. B. Cabot, Treasurer; and March G. Bennett, General Manager, the latter having been connected with the concern for twenty-five years. The business has assumed large proportions and Cabot's Shingle Stains are well known all over the United States.

Seaver & Co., large manufacturers of dry blacks, with present offices at 120 Milk Street, were located in Boston, in 1893, their factory being in Chelsea. Mr. Charles H. Leland of this firm died in January, 1914.

Barrett Mfg. Co., very large producers of coal tar products, roofing material, paints, etc., have had Boston connections for some time, their present store being at 35 Wendell Street.

The Standard Paint Co., manufacturers of roofing materials and structural paints, with main office in New York City, 100 William Street, has had an office in Boston for several years, first in the Mason Building on Milk Street, and now at 6 Beacon Street. Mr. Frank P. Cheesman, New York, Secretary of the National Paint, Oil & Varnish Association, is a leading official of this Company.

J. A. Jones & Co. began the manufacture of paints at 36 Batterymarch Street in 1884, and the next year they removed to 35 Portland Street, Mr. N. D. Freeman connecting himself with the firm. In February, 1890, the business was bought by James H. Prince, who had





EDWARD STANLEY

WILLIAM G. SOULE

CHARLES H. SEAWARD

JOHN H. MEANS

GEORGE C. THACHER



been agent and part proprietor of the Eckstein White Lead Co. before it was sold to the National Lead Co. He later became manager of the Salem Lead Co., one of the subsidiary concerns of the National Co., and which also handled the Eckstein products. In connection with Messrs. Stanley, Seaward & Johnson, he carried on the paint business as a corporation in the name of James H. Prince Paint Co., at 150 Portland Street and 159 Milk Street, and of late years they have been located on Lancaster Street.

Mr. Prince retired entirely from the concern November 26, 1901, and he died September 23, 1911, in his eighty-first year. Mr. Luther N. Johnson died January 27 of this year. The present officers are Edward Stanley, President; and Charles H. Seaward, Treasurer. Mr. Jones, after leaving the paint business was quite successful in connection with the United Fruit Company.

John H. Means and George C. Thacher began, under the name of Means & Thacher, the manufacture of paints at 6 Custom House Street, December 31, 1890, succeeding Mr. Means' brother, Robert F. Means, who had done something in the paint line, certainly as early as 1879. He was bookkeeper for the oil firm of Dickerman, Barney & Co. in 1863, at 128 Milk Street, and partner in 1864, with Benjamin Dickerman, Jr., and G. N. Johnson, as Benjamin Dickerman, Jr., & Co., oil dealers, and of the oil firm of Means, Palmer & Co., at the same place in 1866. Mr. Irving S. Palmer of that firm was later very prominent in the hardwood business, as a member of the firm of Palmer, Parker & Co. Mr. Robert F. Means was a member of the dry goods firm of Means & Bell in South Boston in 1867, and the next year, 1868, settled

down to his life's work as a gauger and inspector of oils, etc., at 6 Custom House Street, which he followed until his death, April 8, 1902, a period of thirty-four years all in the same place. His brother, John H. Means, was connected with him as a gauger from 1872 to the time of the formation of the firm of Means & Thacher.

Mr. Thacher had been clerk for Capen, Sprague & Co. at 8 Custom House Street, oil dealers, prior I think, to 1884. July 18, 1914, Means & Thacher were incorporated, with officers: John H. Means, President; George C. Thacher, Treasurer; and John H. Means, Jr., Secretary and Vice-President. They have always been located on Custom House Street, but contemplate moving to a new factory now being erected in Norfolk Downs, Quincy.

Benjamin A. Doherty entered the paint business as a clerk for W. Bowman Cutter in 1883. Later he was with A. A. White & Co., and also R. P. Hoagland, and began business for himself in 1901 at 76 Portland Street, where he is at the present time.

Gordon-Hittl Co. are located at 85 Purchase Street, Mr. Hector M. Gordon, President, having been connected with Sherwin-Williams Co. and also manager for Harrison Bros. & Co. in Boston and New York, and also for a year or two was sales manager for Wadsworth-Howland & Co. Mr. Anton P. Hittl, Treasurer, had been with Sherwin-Williams & Co. since 1897, and later with Harrison Bros. & Co.

Crowell Brother & Co. started in the paint business in 1865 at 61 Union Street, succeeding J. P. Whitney & Co. In 1869 they moved to 92 Sudbury Street and sold out to A. A. White and I. H. Wiley about 1880, under the name of White & Wiley, both of these gentlemen

having been clerks for Wadsworth Bros. & Howland for a few years previous. Mr. B. J. Richardson was the year following admitted partner and the business continued under the name of White, Wiley & Co. until 1883, when Mr. White retired, the remaining partners continuing as Wiley & Richardson.

Mr. Richardson not long after left the firm, about 1885, to run the varnish business himself at a factory in East Everett, and he had an office at 140 Congress Street in 1889, but it was removed to factory in 1896. Mr. Wiley continued the business as I. H. Wiley & Co., and later the firm name was changed to I. H. Wiley Waxene Co., making a specialty of Wiley's Waxene, and they have been located for some time on Portland Street. Mr. Wiley was President of the Common Council in Somerville about fifteen years ago.

Mr. White started in business on his own account in 1883, at 56 Sudbury Street, and moved in 1889 to 91 Union Street, and later to 87 Union Street, when his brother, Samuel White, went in as salesman but not a partner, the firm name being A. A. White & Co. Later, about 1895, they moved to Sudbury Street, corner of Portland Street. After the death of Mr. A. A. White, December 4, 1909, the business was conducted for a time by Samuel White and other executors, and later was sold to George D. Wetherill & Co. of Philadelphia, who conducted it, with C. H. Dahl as manager, at the same place and under the old name, until January of this year, when the corporate name was changed to George D. Wetherill & Co., Inc., of Mass. Mr. Samuel White died January 8, 1912.

In 1867 Bragdon-Hazard & Co. were located at 8

India Street, and two years later in the same place the firm name was Bragdon, Tavener & Co., Mr. Tavener having been the junior partner in the other concern. In 1874 it was Bragdon, Guernsey & Co., at 8 India Street. Mr. Joseph H. Bragdon succeeded to the business in 1876, carrying it on at 71 Sudbury Street, and not long after went out of business.

In 1881 Mr. Anthony Wayne Strauss opened a store at 153 Congress Street under the name of A. W. Strauss & Co., and later, January 1, 1894, it was incorporated under the name of A. W. Strauss Paint & Varnish Co., moving to Franklin Street, January, 1898. Mr. Strauss had begun in 1870 in the varnish business as a salesman for Julius Cohn & Co., and later, in 1872, for C. C. Reed & Co. Despite numerous predictions to the contrary, he made a good success in his business, retiring in a comparatively short time, with a handsome competency, January 1, 1903, when the business was sold out to Gould & Cutler, Corporation.

Mr. Strauss lives in one of his large apartment houses on Massachusetts Avenue in Cambridge, and occupies his time in care of his properties and in extended travels, interesting accounts of which, with stereoptican views, he has frequently given with much success. He is always interested in public affairs besides being helpful to others, not only in aids to education and in practical ways but in rides years ago behind his famous horses or later in his automobiles.

C. W. Trainer was in Boston at 150 Oliver Street, in 1879, as C. W. Trainer & Co., ten years later at 44 Oliver Street — and were for many years, selling agents for the H. W. Johns Co., manufacturers of Johns' Asbestos



Paints. In 1893 they were at 119 Federal Street. Of late years the business has been done by the H. W. Johns-Manville Co., now located at 55 High Street, with Mr. Trainer as Boston manager.

Henry H. Green did business for many years in paints and hardware at 941 Washington Street, beginning in 1879. He later sold out his business and it is now conducted at the same place by Harmon, Westcoat-Dahl Co., who have interests in other stores in Boston and vicinity. The business is under the direct management of Mr. R. W. Westcoat. Mr. Harmon is also Treasurer of Henry Wood's Son Co., and Mr. Dahl has been connected with George D. Wetherill & Co. since the death of Mr. A. A. White, but retired in June, 1914. Mr. Green is still living and carries on successfully the business of storage warehouse.

In 1879 Mr. W. Bowman Cutter began business in paints and hardware in Roxbury, and the business is conducted by his son, George O. Cutter, under the same name at the present time, although Mr. W. Bowman Cutter died several years ago.

The Government Waterproof Paint Co. was established in 1887, I think by a man named Campbell, who retired in a year or two. In 1891 they were at 59 Broad Street and 122 Milk Street, and in 1893 at 164 High Street. In 1901 the name was changed to the Waterproof Paint Co. They have no store in Boston but do business at the factory in Watertown, Mr. Albert C. Fairbanks being President, and John J. Meehan, Treasurer and General Manager.

F. O. Pierce Co. of New York had a store in Boston at 16 Washington Street, going back to Union Street,

and in 1897-98 it was managed by Alonzo B. Cushing who had been several years with J. A. & W. Bird & Co. In 1899 he took the business and was a jobber of paints at the same location, but after a year or two the business was closed out, as it was not a success.

Charles H. Gilman in 1881 was a manufacturer of colors in East Boston, and still carries on the business at 103 Merrimac Street, where he removed in 1892.

In 1905 or 1906 Decatur-Hopkins Co., large and successful jobbers of hardware at 124 High Street, corner of Pearl, began the jobbing of paints and varnishes, which certainly was an innovation — for it has not in late years in such combination been done here successfully as a rule, and its outcome will be watched with interest.

R. Federman has been a successful paint and wall-paper dealer since 1889, when he established himself at 112 Staniford Street and is there at the present time. He began the manufacture of paints in 1908 under the name of Standard Paint & Color Works — factory being located at 40 New Street, East Boston.

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I will briefly allude to some people who carried on the paint and oil business under different styles (and who will be remembered by our older members), some of whom have not been represented here for many years. Many have died, while a few are still with us.

B. M. Clark & Co. were ship painters in 1840 at the North End, and in 1863 occupied the building, 71 Broad Street, as manufacturers of putty, colors, etc., the other original partners being James Clark, John Brown, and

Maurice M. Piggott. They formerly boiled oil in that place and all of the trade knew them as manufacturers of Zinc Drier, which was one of the accessories of the famous "Bung Hole Boiling" in those days. The business was succeeded by M. M. Piggott & Son, the latter, M. M. Piggott, Jr., having been temporary secretary of the primary meeting of subscribers to the call for the Paint and Oil Club, dated thirty years ago, or February 14, 1884. He is still living in Chelsea, I think. This concern went out of business about 1898. Mr. Piggott, Sr., died at his home in Chelsea, July 14, 1890, aged seventy-five years, having been fifty years in the business.

Many of us will recall J. Edward Hazeltine, who died while in active business of selling neatsfoot oil, etc., some six or eight years ago. He started in the oil and paint business in 1856 under the name of Hazeltine, Hill & Co., at 6 India Street.

In 1847 and 1848 Hayward & Hamilton were wholesalers of paints, oils and drugs, at 28 India Street, but they do not seem to have been very long in the business.

Sixty-five years ago and more, Thayer Rice & Co. were selling paints and drugs at 32 India Street and I think they were later commission merchants, as Thayer, Brigham & Co. Mr. Charles L. Thayer of that firm was President of the old National City Bank, and he died June 5, 1884.

At that same time, about 1855, Horton & Darling were engaged in the same business at 16 India Street. Mr. W. R. Horton of that firm was of Edward Brinley & Co. in 1847, and from 1859 to 1868 he was a broker at 11

Custom House Street, and from 1868 to 1871 was in the patent sponge business.

In 1850 William F. Crocker and J. F. Bell were paint dealers as Crocker & Bell at 53 Blackstone Street, and in 1852 it was Crocker & Adams. The next year saw the name of Crocker & Co. at 9 Charlestown Street, and in 1854 it was Crocker, Adams & Co., followed the next year as Crocker & Co., at the same place. In 1856 the firm of Crocker & Co. was still in business at 9 Charlestown Street, with George L. Snelling as the junior partner. Mr. William H. Crocker was probably a brother of Mathias Crocker, as he later was connected with the latter and Nathan Crocker, another brother, at 38 and 34 India Street, until 1860.

Moses T. Davis & Co. were in business of selling paints and drugs at 50 Chatham Street for a few years only, beginning in 1854.

Thomas D. Morris was in business of manufacturing paints as early as 1853, at 18 School Street. In 1866 he was at 64 Congress Street and in 1868 at 143 Broad Street. I think Mr. Morris was one of the very first to make and sell colored paints. He called his the Morris Tinted Paint and they were sold in paste form, and recommended in 1868, "after fifteen years trial, having been first tried out in 1853." He was later located near Haymarket Square, on Haverhill Street, and I can plainly recall the tall, large framed, old gentleman, decidedly Scotch in every way.

Frothingham, Fisher & Co. were paint dealers at 150 State Street in 1859 and in the early sixties. Mr. James K. Frothingham, Jr., of that firm had been for



several years a junior partner of James M. Whittier, in Whittier, Dunbar & Co., 4 Long Wharf.

Rogers, Dyer & Co., composed of Charles F. Rogers, Charles W. Dyer, and Spencer Holmes, were in the varnish and paint business at 26 Broad Street in 1869.

Charles S. Burgess conducted a paint business in 1864 at 21 Broad Street, and in 1867 E. H. Brainerd was his partner; succeeded two years later by Brainerd, Baker & Burgess, 22 Broad Street. Three years later Mr. Brainerd retired — the firm name being Baker & Burgess, and in 1877 it was John H. Baker alone, at 24 India Street — C. A. Burgess & Co. carrying on the business at 165 Milk Street, in the same year. In 1882 E. H. Brainerd conducted a business at 24 India Street, but soon after retired.

In 1865 or 1866 John W. Hunt, who had been connected with Henry Wood's Sons Co., started a store at 63 Broad Street, and in 1868 the business was bought by Folsom, Gilman & Pope. Two years later the style was Gilman, Pope & Co., and in 1874 Gilman, Foque & Snow. Two years later it was Gilman, Foque & Co., and in 1878 it was S. A. Gilman & Co., and the business was closed out not long afterwards. Theodore N. Foque of the foregoing firms was afterwards Collector and Treasurer of the City of Malden until his death.

In 1884 Charles L. Andrews was quite a factor in imported colors, including those of David Storer & Sons, Glasgow, and Mr. Paul Dean was then his representative. Mr. Dean, with slight interruption has been ever since closely connected with the paint and varnish business, and is at present a commission mer-



chant and also Boston agent for Rogers-Pyatt Shellac Co., with office at 70 Kilby Street.

Mr. Andrews had business relations with Hobbs, Pope & Co., color and gum importers, who were known to all of the older members in the seventies and eighties, and they will recall in later years Mr. James W. Hobbs and his cheery presence and shrewd business dealings, but always square. Mr. William Pope and his son, Mr. W. Carroll Pope, were both favorably known to the trade, but all of these gentlemen of the Hobbs-Pope firm have passed to the great Hereafter.

George Hollister will be recalled as a courtly, fine old gentleman, who had the sale for New England of Johnston's Kalsomine, and he was quite prominent from 1879 to 1891, but the Johnston business went all to pieces. His last locations were at 152 Franklin Street and 17 India Square.

William A. Holmes was in the paint and oil business at 7 India Street in 1887, and two years later the New England Paint & Oil Co. seems to have been established in that place.

Taylor, Randall & Co. were paint dealers at 23 Central Wharf in the early seventies, but they were unsuccessful, as was also the firm of F. W. Todd & Co., also on Central Wharf, in existence more than thirty years ago.

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John Lucas & Co., large paint manufacturers of Philadelphia, with factories at Gibbsboro, N. J., and branches in other large cities, have a store in Boston, 73 Sudbury Street. William M. Zintl has been the Boston Manager for the last two years but is about to be promoted to take charge of the Advertising and Publicity Department, with

headquarters in Philadelphia, and will be succeeded here by George Trigg.

Originally in Boston about 1906 or 1907, the business was under the name of the Union Paint & Varnish Co. of Providence, which was owned or controlled by John Lucas & Co., but of late years, they have done business here under their own name. One of my earliest and best acquaintances in the paint business outside of Boston, made in 1872, was Mr. Fred G. Eliot of Philadelphia, who was efficient manager of John Lucas & Co. for so many years until his death some ten or twelve years ago.

C. K. Williams & Co., large color manufacturers and miners of Easton, Penn., had an office in Boston at 38 Central Wharf as early as 1896. At present they are represented in Boston by Clarence E. Gale.

N. Z. Graves & Co., Inc., of Philadelphia, manufacturers of white lead, paints, and varnishes, have had a store in Boston for several years, at present being at 131 Pearl Street.

The Bridgeport Wood Finishing Co., whose factory is in Still River, Conn., has had stores and offices in Boston at several locations and there have been several managers. Their present store is located at 14 Portland Street, and they are doing a successful business under the management of William R. Platt. They make specialties of stains and fillers, and Wheeler's Wood Filler is known all over the country. Many of us will recall Mr. O. H. Fersenheim, who represented this Company in Boston for many years, after 1879. He is now with the same company, with headquarters in Buffalo.

Heller & Merz, large manufacturers of ultramarine blues, etc., have been represented in Boston for many

years, first by Frank W. Atwood, and latterly by George D. Smith. Mr. Atwood, at 216 Milk Street, now represents J. Lee Smith & Co., color importers of New York, besides being a commission merchant in chemicals. He is at present President of the New England Drysalters Club.

The Colonial Works of Brooklyn, N. Y., were in Boston at 200 Summer Street in 1904, and probably before, and now have a store at 75 Pearl Street, Mr. H. S. Maguire being their representative.

Lowe Bros. Co., large paint manufacturers of Dayton, Ohio, have a storehouse at 21 and 25 Farnsworth Street, in South Boston, George L. Paine being New England manager.

F. W. Devoe & C. T. Raynolds Co. of New York, probably the oldest of the large paint manufacturers in the United States, have only a storehouse in Boston, with no office manager, Mr. Frank H. Connor being selling representative. My earliest recollections of this concern are connected with Mr. R. P. Rowe, who so ably represented them in Boston, about thirty to forty years ago. He left to go into the white lead business with the Brooklyn White Lead Co., later bought by the National Lead Trust. He is now very active and influential as Vice-President and Director in the National Lead Co., and probably the most widely known, the most respected, and in my opinion the ablest man in the white lead business in this country.

Mr. Rowe (whose predecessor was John Bayley, whom many of us will remember) was succeeded by Howard L. Waldo, who was afterwards an important factor in connection with imported aniline colors, and whose death

occurred during the past year. General Edward L. Molineaux, a veteran of the Civil War, and prominent in affairs of New York State, has been a member of this concern and its predecessor, C. T. Raynolds & Co., for very many years, and is known to many of us, being an honorary member of our Club. J. Seaver Page, who has for many years been a prominent member of this Corporation, was a frequent visitor to Boston and is an honorary member of the Paint and Oil Club.

Sherwin-Williams Co. of Cleveland, Chicago and Newark (and also Canada), the largest paint manufacturers probably in the world, established a store here prior to 1889 at 154 Pearl Street, and have been in several locations, including 182 Purchase Street and 14 Portland Street, and today are located at 11 Stillings Street, South Boston. The present Boston manager is B. B. Cannon, and from that warehouse they do an extensive distributing business all over New England and Canada.

Billings-King & Co. were doing business in Boston twenty years ago, having a store for the sale of their paints, manufactured in Cleveland. The store has been continued in various localities and the business is now conducted under the name of Billings-Chapin Co., at 146 High Street, J. Murray Bacon being President, and Mr. F. R. Burnham the manager.

U. S. Gutta Percha Paint Co. of Providence, R. I., are large and successful manufacturers of paints, making a specialty of supplying mills and other factories. They have a Boston office at 184 Summer Street. The President and Manager is Herbert W. Rice, son of J. William Rice, so well and favorably known to most of us and who died five or six years ago.



Heath & Milligan Mfg. Co., headquarters in Chicago, had a store here and did a large business for many years but finally gave it up. They have a storehouse at 14 Medford Street, under the management of W. H. Roberts, for New England distribution but some of their specialties, I think, are handled by the National Lead Co., which controls the concern.

John W. Masury & Son of New York, a very large house and the first to manufacture colors in Japan for the Trade, and whose goods have always had an enviable reputation, have never had any warehouse or office in Boston, their products having been handled originally by Wadsworth-Howland & Co., before they began manufacturing for themselves, and later by E. W. Nash Co.

Benjamin Moore & Co., Brooklyn, New York, Chicago, Cleveland, and Carteret, N. J., and Toronto, Canada, now one of the largest paint and varnish manufacturing concerns in the United States, also have never had any warehouse or office in Boston, their goods being handled by Gould & Cutler, Inc., Mr. Gould being one of the original charter members of Benjamin Moore & Co., and a director since its incorporation, twenty-five years ago — the other Directors having been Benjamin Moore, President; Robert M. Moore, Vice-President; William P. Talbot, Treasurer; and Charles H. Bergmann, Secretary. All of these parties are now living and hold the same offices, excepting Mr. Robert M. Moore (brother of Benjamin Moore), who died about twelve years ago. The office is now filled by his son, L. Pearne Moore, who is also manager of the Chicago office.

Mr. Benjamin Moore was the inventor of "Muresco," which was an innovation in the wall finish line, some twenty-three years ago, and which has proved to be such a great success. Mr. Moore by his striking personality, his indomitable energy and ability, and above all, his straightforwardness of character, has impressed himself upon all as one of the strongest men in the business, as well as one of the most successful. Mr. Richard Moore, President of Becker-Moore Paint Co., St. Louis, is a brother of Mr. Benjamin Moore.

Harrison Bros. & Co., Inc., of Philadelphia, established in 1793 by John Harrison, are large manufacturers of chemicals, paints, and white lead, with very extensive works at Grays Ferry, just outside Philadelphia. They have been represented at times in Boston by E. & F. King & Co., by Howe & French in 1893, by C. P. Seaverns in 1901 at 72 Broad Street. For several years they had a store on Pearl Street, from about 1903. Mr. Hector M. Gordon was Boston manager until the removal of the Boston business to New York, where the joint business was continued until about 1910, under Mr. Gordon's management.

The Averill Paint Co. was established here for several years, beginning in 1871, and for several years was at 94 Pearl Street, as late as 1886 or 1887, and later carried on by L. Hatfield & Son. Mr. Charles F. Hatfield was Secretary of the Paint and Oil Club in 1895, when he was Treasurer of the Old Colony Paint Co., at 14 Portland Street. He had previously been manager of the Boston store of Sherwin-Williams Co. in 1875, Seeley Bros. in 1883, and a few years thereafter at 94 Pearl Street, and the Taylor Paint & Oil Co. in 1893, all but Sherwin-

Williams Co. being out of business at the present time. Seeley Bros. were at 117 High Street in 1891 and 1892.

The Averill Chemical Paint was one of the first ready-mixed paints put on the market, and although an emulsion paint, it certainly had good wearing properties.

Carey-Ogden Co., successors to Carey-Ogden & Parker of Chicago, had a store here in 1892, but they did not remain very long.

The Chilton Mfg. Co. were here in 1893, when Mr. S. G. Warren was the manager, but they afterwards discontinued their Boston store.

Patterson-Sargent Co. of Cleveland, Ohio, who make the B. P. S. paints, had a store on Atlantic Avenue at one time, but it was given up several years ago.

Toch Bros. of New York, manufacturers of iron structural paints and other specialties, have had offices and stores in Boston and I think are now represented here at 120 Boylston Street.

I really wanted to refer to some old friends of mine belonging to New York firms, with whom we nearly all have had transactions; as Myer Sondheim, now deceased, formerly with A. B. Ansbacher and later of Sondheim, Alsberg & Co., who visited Boston regularly, and was highly regarded, his partner, Mr. Alsberg, being father of Dr. Alsberg, the present Director of Bureau of Chemical Research at Washington, who succeeded Dr. Wiley.

Also, their associate in the color business, Fred L. Lavanburg, of Pfeiffer & Lavanburg, who later manufactured colors in his own name and of late years has had Arthur S. Somers as Sales and Office Manager. Both of these gentlemen visit Boston now and are popular

with the trade, Mr. Somers having been President of the National Paint, Oil & Varnish Association.

Inasmuch, however, as none of these firms have ever had stores or offices or resident partners in Boston, I presume I should not break the rule I set for myself.

This is something like the notice sent to Rev. Henry Ward Beecher of Plymouth Church. He said that he had been requested to read a notice of a great fair to be held the coming week at the Academy of Music in aid of an extremely worthy object, which he named, and while he hoped there would be a large outpouring of people, yet as the rules of the church prohibited the reading of such notice, he was obliged to conform with the rules and would not read it.

One of the oldest remembered men in naval stores was Jeremiah Kittredge, who was in business on Commercial Street in 1846, and possibly before. In 1848 Mr. Kittredge took in as partner William Sharp, and the next year J. M. Chandler. In 1851 Hiram A. Stevens, who had married a daughter of Mr. Kittredge, was admitted, the style being J. Kittredge & Co. In 1855 the partners were H. A. Stevens, J. M. Chandler, and J. P. Jacques, Mr. Sharp having retired and Mr. Kittredge having died. In 1862 the firm was located at 65 Commercial Street, the partners being Hiram A. Stevens, Moses C. Lang, and Daniel A. Gregory.

Mr. Gregory retired from the firm about 1867 and in 1868 or 1869 was of Dickerman & Gregory at 6 Commercial Street, and for more than thirty years, or until his death, was a merchandise broker with office at one time at 104 Water Street. He was very active, especially in



spirits turpentine, and in the interest of C. J. Prince & Co. daily visited all of the Boston houses. He died in summer of 1900, respected by all who knew him. The Kittredge firm changed its name in 1874 to Stevens, Lang & Co., but went out of business in 1878, Mr. Stevens being the only member at that time.

I recently read a curious book, prepared in 1850, entitled: "The Richest People in Massachusetts," and in the list of 1500 names, I noticed those of Jeremiah Kittredge, Edward King, and Ira Stratton, brush manufacturer, who will be referred to later. All of these were said to possess \$100,000 each, and the reading matter attached to the names was very quaint and sometimes almost brutally frank. Especially was this true of Mr. Stratton.

There were other firms in the naval stores business but probably the one most prominent in connection, at least with spirits turpentine, was that of C. J. Prince & Co. Mr. Prince started in business alone, as nearly as I can ascertain in 1865 or 1866, the firm name in 1867 being Lootz & Prince, at 36 India Street. In 1869 Mr. Lootz removed to Buffalo to engage in the petroleum business, under the name of Lootz, Holmes & Adams, the Boston end being managed for several years by James Adams (formerly Treasurer of the Oriental Oil Co.), at 32 Broad Street, certainly from about 1876 to 1881.

Mr. Prince continued the business under the name of C. J. Prince & Co., from 1869 or 1870, to the time of his death, March 23, 1912. Mr. James R. Meany was his most efficient helper and is probably better known to the trade of Boston, through his daily visits in the interests of spirits turpentine, than any other man in the business.



\*DANIEL A. GREGORY

JAMES R. MEANY

\*CHARLES J. PRINCE

\*NATHANIEL CLEAVES

\*ROBERT F. MEANS



He went to work for Mr. Prince December 4, 1876, at 32 India Street. In 1879 they moved to 2 Central Wharf, and in 1884 to 161 Milk Street, where they are at present located, Mr. Meany since the death of Mr. Prince, having been manager, under the direction of the executors and trustees of Mr. Prince's estate.

The business is now incorporated as a Massachusetts Corporation, as C. J. Prince Co., James R. Meany being Secretary and General Manager; George L. Gould, President, and F. M. Holmes (as representative of the Old Colony Trust Co.) Treasurer — the two latter being executors and trustees of Mr. Prince's estate.

Henry C. Thatcher was quite a large receiver of spirits turpentine and other naval stores in the sixties and seventies. He was quite a prominent Democrat and was candidate for Treasurer on the State ticket of that party and I think that his son, Thomas C. Thatcher, is the present Democratic representative in Congress, from the Cape district.

Another handler of naval stores at various times in the seventies was the firm of Barker Bros. & Gardner, and later William G. Barker of Salem, who is still in the Southern lumber business, with office at 141 Milk Street, and whose kindness and encouragement to me as a boy and young man I have ever gratefully remembered.

Other brokers and dealers in spirits turpentine were John S. Leonard (who died within a year or two) and E. E. Clark (who died December, 1889) and who did business as partners as Leonard & Clark at 4 India Street before and after 1878, and also separately. Walter Starbuck was well known as a broker in naval stores twenty-five or thirty years ago. ~~He died in 1812~~ E. A. Becker



and Richard L. Barry, would offer spirits turpentine to arrive by certain vessels. It must be remembered that in the olden times, a large share of the spirits turpentine and rosin was brought to Boston in sailing ships, and arrivals were uneven and often there was a scarcity, when dealers would have to supply themselves from Jeremiah Kittredge & Co. Then again, the condition of the goods received oftentimes was very poor, through long and rough voyages.

Green & Sweatt (the irreverent called them "Grin & Sweat"), were located at 4 and 6 India Street as far back as 1868, and for several years did a flourishing business in naval stores.

Charles Smith & Co., 6 Central Wharf, were large handlers of naval stores thirty-five or forty years ago, and were succeeded by George E. Smith & Co. Chapman & Soden, now on Atlantic Avenue, started in the naval stores business in 1869 at 104 Water Street. Morey & Co., 197 State Street, were factors at one time, about 1876, Edwin Morey of that firm having been President of the Boston & Lowell R. R.

W. H. Winslow & Co. sold naval stores as far back as 1868. Erving Winslow (noted for his activities in Philippine matters) who was a partner in the latter firm at that time, has since been a broker in naval stores and still does business in that line.

For several years the American Naval Stores Co. has had an office in Boston. The business is now conducted under the name of the Standard Naval Stores Co., Mr. J. C. Butner being Boston manager, the office being at 88 Broad Street.

The Antwerp Naval Stores Co. of Savannah is located

at 40 Central Street. The H. T. West Co. is their Boston representative, and they also deal in all pine tree products and carbon blacks.

As I am writing of the olden times in naval stores, I am reminded of a story told me many years ago and vouched for as true, and, knowing the parties, I guess it was, although I have since heard of similar experiences.

One of the receivers of naval stores in Boston had a clerk who was very peculiar looking and quite dudish but yet very ambitious. He was very anxious to go South and learn all about spirits turpentine and rosin, so his employer decided to send him to a producer, with Savannah connections. He gave the young man a letter of introduction as follows: "Dear Mr.— This will introduce to you the young man I was talking about, Mr.—, and he isn't such a——fool as he looks."

I am glad to say that the young man made good but it was in a different line.

Nathan F. Carruth & Co., who for a long time supplied the trade with varnish, rosin, and oils, still carry on the business at their factory in East Everett. Mr. Nathan F. Carruth, who was son of Thomas H. Carruth, referred to elsewhere, died in 1903, and the business is conducted by his son, Thomas H. Carruth. Through this connection the name of Carruth has been connected with the oil and paint business for eighty-eight years.

The gauging of spirits turpentine in the old days was more frequently done in the stores of dealers or on the sidewalk, than at the wharves. Many of us remember old Nath'l Cleaves, who was a gauger for many years, dying in 1880, aged seventy-two. He left three sons, all of whom were gaugers in Boston, N. Porter Cleaves

and Joshua Cleaves, who are both dead, and James H. Cleaves, who does practically all of the gauging of spirits turpentine now received in Boston.

Some of us will remember a jolly soul named Mike O'Mally who did a very considerable business in gauging twenty-five to forty years ago.

Plummer Chesley and William Chesley were the first gaugers and inspectors I remember and I think they were opposite the Custom House. Plummer Chesley I recall as a thin, gaunt, tall man, and after his retirement his son, Frank Chesley, was quite prominent and was a gauger for thirty years, certainly until 1906 or 1907.

Thomas H. Carruth was a linseed oil manufacturer in 1852, and the next year took as partner I. Bachi, and they manufactured linseed oil and sold paints under the name of Carruth & Bachi for several years at 29 India Street.

Our old friend Mathias Crocker appears in the late sixties as a member of the importing firm of Lee, Crocker & Co., 9 India Street, and a little later it was Mathias Crocker & Co., his partner being James B. Case. They were manufacturers of linseed oil, with mill at East Boston, in 1874 and later.

Another manufacturer of linseed oil was the concern of Israel G. Whitney & Co., 39 Kilby Street, who were running the Calcutta Linseed Oil Works in 1869.

The present generation probably does not fully know how linseed oil was made and sold fifty years ago, or even forty years ago. There was little or no flaxseed grown in this country, the most of it coming from East India, and the bulk of the linseed oil sold, which was doubtless cold pressed oil, was put out in big casks from







\*HON. DAVID RANDALL

J. RUSSEL MARBLE

RALPH E. POTTER

\*MATHIAS CROCKER

ALBERT E. CARR

which the oil was pumped, and whenever it was sold by the barrel the heads were whitewashed, and the smallest leakage of oil made the barrels look very greasy and dirty. As the seed had to come from Calcutta, the business was run quite a deal by importers, and in this way the Tudor Company was largely concerned at one time, their mill being at one of the wharves in Charlestown, 1 Charles River, near the bridge. For quite a time this business was managed by Mr. H. W. Jackson, who had been with the Tudor Co. from boyhood, and he afterwards, beginning in 1879, became quite noted as a stock and bond auctioneer in Boston, under the name of Francis Henshaw & Co., continuing until his death, about 1900.

The business of making Calcutta Oil became unprofitable, as flaxseed was more largely grown in this country and could be crushed more cheaply near the sources of supply. Therefore, as the mills were run at a loss, the business hereabouts was given up, and no linseed oil has been made in New England for more than thirty-three years.

Mr. Augustus E. Thompson, who was a nephew of Mathias Crocker, was quite prominent in the sale of linseed oil in Boston twenty-five or thirty years ago, and will be remembered by all of the older members. The business became unprofitable and was relinquished early in 1890. Mr. Thompson is still living in Brookline, being engaged in making of non-corrosive metals. His assistant for ten years or more, was Frank W. Richards, who is now engaged in the insurance business.

Hon. David Randall will be very well remembered

in this connection, and further reference to him has already been made.

Jerome Marble & Co. located in Boston as a branch of their Worcester house January 1, 1885. Mr. Jerome Marble in his early days worked for John N. Randall and his brother, David, in Boston, and in 1852 entered the firm of C. A. Harrington & Co., Worcester, which was a very old house, in the sale of crude chemicals and dyestuffs, and such paints as the farmers needed for their houses and buildings. It is said that this business was established in 1773 by the local physician, when Worcester was a small village, and if the claim is substantiated, through authentic descent, it is probably the oldest of the kind in New England, although not directly identified with Boston. In 1863 it became Jerome Marble & Co., with Charles A. Hill as partner, and Mr. Hill, on retirement, was succeeded in 1869 by William H. Drury, who died January, 1890, his place being taken by Mr. Rufus S. Woodward.

January 1, 1886, Mr. J. Russell Marble and Francis A. McClellan, who had been with the house fifteen and thirteen years respectively, were admitted to the firm. Mr. McClellan died January, 1889, and his interest was taken by his brother, Arthur D. McClellan, a well known attorney of Boston, who died January, 1900, and who will be remembered as an able and agreeable gentleman, and President of the Paint and Oil Club of New England, when the Convention of the National Association was held in Boston in 1894.

In 1901 Mr. Charles E. Eager became a partner, and the firm name was changed, January 1, 1904, to J. Russell Marble & Co. Mr. Jerome Marble died in Feb-

ruary, 1906. The present members of the firm are J. Russell Marble, Rufus S. Woodward, Charles E. Eager, and Arthur E. Nye, who became a partner January 1, 1909. Their stores have been on Milk Street, and corner of Pearl and Franklin Streets, and corner of High and Pearl Streets in 1898, for several years after, and for the last few years they have been located at 77 Pearl Street. In 1886, and for several years thereafter, they were agents for the National Linseed Oil Co. They do an extensive business in mill supplies, chemicals, etc.

The agency of the National Linseed Oil Co. was given to Mr. Norris S. Wilson (who had been connected with the business since March, 1886), and he represented the American Linseed Co., the successors of the National Linseed Oil Co., since its transfer, in 1899, to July 9, 1914, when he retired to make other business connections. He was succeeded on that day by Mr. William H. Ingram, who had been with the American Company in Philadelphia for twelve years or more, or since he left the Boston office, about 1902.

They own many mills in different parts of the country, some of them having very high and widely extended reputation, and probably are the largest manufacturers of linseed oil in the world. Their offices are at 120 Milk Street, where they moved about 1900, and their extensive storage tanks are in Cambridge. I understand that they contemplate moving their executive offices in August to 77 Milk Street, corner Federal Street, in Post Office Square.

Since 1894 there have been other large linseed oil manufacturers represented in Boston, including Spencer Kellogg & Sons, now located at 141 Milk Street. Mr.



James W. Simmons was their representative for several years, and he died in Denver, Colorado, November 16, 1909. The present manager is Mr. Joseph L. Hall, who came to Boston early in 1909. John A. O'Keefe is Assistant Sales Manager. The mills are located in Buffalo and Minneapolis, and they do a very large and successful business. Mr. Spencer Kellogg, Sr., has given his whole life to the business and probably is the best informed man in this country on linseed oil and flaxseed.

Kelloggs & Miller (mills at Amsterdam, N. Y.,) never were directly established here, but were represented here twenty-five years ago by Mr. Nowlan, who made frequent visits to Boston, and who will be remembered by the older members. Of late their agents have been David Randall & Co., and we all have frequent and pleasant calls from Mr. Potter of the firm and his assistant Mr. Henry A. Mackay. Kelloggs & Miller are a very old concern doing a large and successful business and deservedly have a high reputation.

The older members will remember Mr. George D. Martinez, who was here for several years, representing the old Cleveland Linseed Oil Co., later absorbed by the National Linseed Oil Co. He is now connected with the Hoosac Company, North Adams.

Mr. Clarence E. Gale, 70 Kilby Street, for the past three years has been the Boston representative of the Edgewater Works on the Hudson River, of the Midland Linseed Products Co. (main office in Minneapolis), and Mr. J. R. Poole is selling agent for the Guy G. Major Linseed Oil Co., now called the Toledo Linseed Oil & Products Co.

Mr. M. Field Fowler was a commission merchant and broker in linseed oil years ago. He began about 1842 at 30 India Street, and in 1844 was at 10 Central Wharf, the next year moving to 15 India Wharf, where he was for twenty years, moving then to 29 Eastern Avenue. In 1869 he was at 3 India Street, and in 1875 at 144 State Street.

Linder & Meyer, now in Fiske Building, Boston, are a concern very well and long known to the paint, varnish and drug trade. They are large importers in chemicals, leads, etc., and were for a long time on Pearl Street, starting in business in 1848 at 8 India Wharf. Hon. George von L. Meyer, of Hamilton, Mass., who has been both Secretary of the Navy and Postmaster-General, besides having been Ambassador to Italy and Russia, was for many years, beginning in the early eighties, a member of this firm, his father, George A. Meyer, having been one of the original partners with George Linder.

I am wondering if any of the older members of the trade remember Warren F. Norcross, who was a broker and commission merchant in varnish gums and paints for nearly thirty years, beginning at 36 India Street in 1860 and being subsequently at 3 Central, 136 Milk Street, 13 Doane Street, and 19 Pearl Street. I remember him perfectly well, as he used to come to our office very often to sell varnish gums—a very small man, almost a dwarf, and probably did not weigh ninety pounds. Aside from his size, he was well formed and also well informed, and all right, but as a boy I was very much amused to watch his consequential ways which were so much out of proportion to his size. I think he died about 1890.

In 1862 Joseph H. Chadwick who had been, as a young man, associated with Francis S. Carruth — having had offices together in 1856, as commission merchants, on Custom House Street — started in the lead and metal business with James T. Ellis, under the style of Joseph H. Chadwick & Co., at 53 Broad Street, where he had been a commission merchant for several years. Mr. Carruth had, in its early days, been connected with the Boston Lead Co., which had been incorporated in 1829, and I am very sure that he was a director in that concern. At any rate, in 1868 Major Chadwick, probably assisted by Mr. Carruth, obtained control of this Company and for about ten years it was under the management of Joseph H. Chadwick, William J. Bride, and E. D. Ingraham, who acted as agents for the Company, as Joseph H. Chadwick & Co. In 1878 the Company met with misfortune and Major Chadwick's resources were very much impaired and I recall a rumor at that time that he was forced to realize on a twenty-five thousand dollar mausoleum that he had built in the Forest Hills cemetery. The name of the Company was changed to the Boston Lead Mfg. Co., and control was in the hands of Samuel Little, William J. Bride and others, as trustees for the creditors. The company afterwards was put on a firm basis, Mr. William J. Bride being selling agent for many years, and he was prominent in the affairs of this company until his death.

Mr. A. H. Brodrick started with the Boston Lead Co. in 1876, and Mr. D. William Wade in 1882, and both of these gentlemen are prominent in the management of the New England business of the Chadwick-Boston Lead Co. at the present time, with office and



\*MAJOR JOSEPH H. CHADWICK

D. WILLIAM WADE

A. H. BRODRICK

\*JAMES W. HOBBS

PAUL DEAN





warehouse at 162 Congress Street. Mr. Brodrick is President of the Company and Mr. Wade is Treasurer.

Major Chadwick was quickly on his feet and in 1879 organized the Chadwick White Lead Works, situated at 173 High Street, in the old Fort Hill district, where they had extensive sheet lead works, and also lead pipe, and I think, a shot tower. This concern later bought the Forest River Lead Works of Salem, which had been established in 1831 and incorporated in 1840. Later, the two concerns consolidated, under the name of the Chadwick Lead Works, and in 1901 amalgamated with the Boston Lead Mfg. Co., under the name of the Chadwick-Boston Lead Co., and it was this outfit of which control was obtained, by the United Lead Co., closely identified probably with controlling interests of the American Smelting and Refining Co., and also with the National Lead Co.

The factories of the Forest River and Salem Lead Companies have been closed for many years, and I think no white lead is made at the old factory of the Boston Lead Co. on Hampden Street, which is used mainly for manufacture of lead pipe, sheet lead, lead tape, etc.

The Salem Lead Co. of Salem, Mass., was incorporated in February, 1868, the first officers being Benjamin H. Silsbee, President; Capt. Francis Brown, Treasurer and General Manager; George H. Allen, Secretary; David G. Batchelder, Superintendent, who served until his death in September, 1878, when he was succeeded by his son, David G. Batchelder, Jr., who died in March, 1885. Upon the death of Captain Brown at the age of sixty-five, November 16, 1880, his son, Frank A. Brown, succeeded in the office of Treasurer, having been

connected with the company since August, 1868. In 1889 the assets of the company, which had always been a successful one, were acquired by the National Lead Trust, later regularly incorporated as the National Lead Co. The old company is kept alive with nominal capital, but the factory has been closed for over twenty years — the business being conducted by the National Lead Co. of Massachusetts — a subsidiary of the parent company, Mr. Walter Tufts being Treasurer and General Manager (and also Director in the National Lead Co.), Frank A. Brown, Secretary, and Albert F. Curtis, Comptroller.

The Salem Lead Co. had offices in Boston as early as 1877, and in fact, the larger part of its existence. They were many years at 21 Pearl Street, a short time they were at 60 Pearl Street, when James H. Prince was President for a year. From 1891 to 1896 they were at 234 Congress Street, with the National Lead Co. of Massachusetts, which latter company subsequently moved to the King Building, Broad Street, corner of Milk Street, and later to two or three locations on State Street, at present being at 131 State Street, with storehouse on Farnsworth Street, South Boston. The parent company — The National Lead Co., with headquarters in New York—through its ownership of various plants in various sections of the United States, does a very large business and controls perhaps three-quarters of the white lead business of the country.

The Forest River Lead Works, as stated, were incorporated in 1840, having been established on the Forest River in Salem in 1831. For many years the business was managed by George Chase and his son, George C. Chase, and Henry M. Brooks was Treasurer, I think,



\*CAPT. FRANCIS BROWN

WALTER TUFTS

FRANK A. BROWN

\*SAMUEL CABOT

MARCH G. BENNETT





up to the time when the business was disposed of. For many years J. A. & W. Bird & Co., in Boston, were selling agents, and at one time Mr. A. Sigourney Bird of that concern was President, I think, succeeding Mr. Chase. The business became unprofitable and the factory was closed for a number of years but was later reopened by Major Chadwick, as stated elsewhere.

The National Lead Co., elsewhere referred to, is naturally a very important power in the lead business in this country. In addition to close connection with metal producers they have the controlling interests in several lead and paint companies, also castor oil, linseed oil, cartridge, and other metal companies, to say nothing of the original companies which they bought outright when the National Lead Trust was first formed, nearly twenty-five years ago. This company has at present a capital in common and preferred stock and surplus, of over fifty millions of dollars, with liabilities of less than half a million, and as a whole, especially in certain sections, is shrewdly and successfully managed. Its profits are large and would show up well on a reasonable capitalization. Mr. William W. Lawrence is President, George O. Carpenter, R. P. Rowe, and E. J. Cornish, Vice-Presidents; and the directors include all of these gentlemen and others, who have been or are managers of branches in the different cities, or intimately connected with the business, for many years. I think there are very few, if any, large companies existing which have a better board of officers than the National Lead Company, as regards character and capability and I count several of them as among my most valued friends.

In passing, I might refer to the apparent change of

policy of this Company—in New England at least—as regards treatment of jobbers in comparison with smaller dealers. Of late, even the latter seem to be discriminated against, through solicitation of business from small painters and consumers. Some of the latter seem to have obtained better prices and terms than accorded to large dealers which would seem to be contrary to correct business principles and generally accepted policy. This experiment, as well as that of manufacturing and selling paints and colors in competition with paint manufacturers who have been very large customers of the Company in white lead, will be watched with much interest by the trade, as to the final outcome, both in the way of net profits after deducting expenses, bad bills, etc., and the certainty of loss of business through the increased entry into the white lead field of paint manufacturers and others, who will naturally demand equal advantages in obtaining raw materials which are enjoyed by others, who possess unlimited capital and opportunities for control.

In 1894 Mr. James H. Prince, with John B. and T. T. Swift, and J. Gordon Taylor, who had formerly been with the Eckstein White Lead Co. (bought out by the National Lead Trust), bought a controlling interest in the Eagle White Lead Co. of Cincinnati, Ohio. The company has had an office and warehouse in Boston for several years, now located at 16 India Square. The present manager is E. W. Osborne, who is one of the Directors of the Paint and Oil Club of New England. Mr. Prince sold out his interest in the Lead Company several years ago. Mr. Taylor died at his home in Cin-

cinnati, March 17, 1914, deeply lamented by all who knew him.

The Hammar Bros. White Lead Co., a large corroding concern of St. Louis, has been for several years represented in Boston by the Carpenter-Morton Company.

The Carter White Lead Co., with factories in Omaha and Chicago, and which was founded about thirty-five years or more ago by Levi Carter (his nephew Fred M. Carter now being President), was first, and for many years, represented in Boston by A. W. Strauss and for the last twelve years by Gould & Cutler, Incorporated.

Wetherill & Brother, of Philadelphia, the oldest white lead corrodors in the United States, have had stores in Boston, which were in operation many years ago, but at present they are not now directly represented.

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Information as to who were the first manufacturers of varnish, is pretty difficult to obtain. I am sure that Timothy M. Minot (who was of the well-known Minot family of Boston), was a manufacturer of varnish from 1818 to 1824, and perhaps longer, in Boston, at 5 and 7 Marlboro Place, which led from what is now Washington Street, near Bromfield, and which is now covered with buildings. His home was on Common Street, now Tremont, and he was born August 16, 1757, the son of Dr. Timothy Minot and Mary Martin. He was a soldier in the Revolution, and he died and was buried in Copp's Hill Burying Ground in the latter part of 1837. I have been unable to obtain anything further about Mr. Minot and his connection with varnish, so conclude that he gave it up as an unprofitable undertaking.



From what I can learn, I should say that the name of Burbank comes pretty near to being the first to be associated with the manufacture of varnish as a continuing business in this country. It may not have been as early as 1825, as is claimed, but undoubtedly it was very many years before 1850, when A. G. Stimson began business with Caleb Whiting, and when Lawson Valentine began business as junior partner in Wadsworth, Nye & Co.

Mr. Silas Burbank, in his own name in Salem, worked along in a small way making varnish, as his father had done before him in Newburyport. The former was an old man when my father entered into arrangement about 1864 or 1865 with him and his son, Charles G. Burbank, who were doing business as Silas Burbank & Son, for the manufacture and sale of Burbank's Varnishes. Mr. Charles G. Burbank was in business alone in 1874-5-6, and in 1877-9 it was C. G. Burbank & Co., Nathaniel F. Ryder being junior partner.

In 1880 the firm of Burbank, Ryder & Damon was formed, with Boston office at 42 Oliver Street. Mr. N. F. Ryder, prior to 1877, was a member of the firm of Odirone, Ryder & Co., and also Stevens, Lang & Co. Later it became Burbank & Ryder, all of the manufacturing having been done at 62 Alford Street, Charlestown, near Malden Bridge, and where they first made use of the words "Bunker Hill" as applied to varnishes.

They removed within the past year to a new modern factory in Everett, built expressly for them. In 1891 they had a Boston office and later the business was incorporated under the name of Burbank & Ryder Varnish Co., Mr. L. A. Merrow, President; Mr. A. H. Avery, Vice-

President; and Mr. M. S. Ryder, Secretary and Treasurer. The latter is son of Nathaniel F. Ryder, the original of that name, who died July 5, 1900, aged fifty-six years. Mr. Burbank has now no connection with the business and is living at an advanced age with his daughter in the West.

The firm of Stimson & Valentine was formed in 1852 or 1853, Mr. Stimson having been in other business as stated, and the same is true of Mr. Lawson Valentine. In 1857 the firm name was changed to Stimson, Valentine Co., Mr. Otis W. Merriam, a chair manufacturer, being the Company, and undoubtedly contributing capital, and Henry C. Valentine was a junior partner in 1862. The concern was located in 1856 at 55 Broad Street. In 1864 the firm was Valentine & Co., with Mr. Henry C. Valentine at the head, the other partners being Lawson Valentine and A. G. Stimson. In 1867 or 1868, Mr. Stimson retired from Valentine & Co., and formed a partnership with John Babcock and John Livermore, under the name of Stimson, Babcock & Livermore, and had a store at 32 or 34 Broad Street. Six years later Mr. Livermore left the concern and the business continued as Stimson & Babcock at the same place, about 32 Broad Street, which continued until 1883, when Mr. Babcock retired, and Mr. Stimson continued the business for several years at 149 Milk Street, finally retiring from same. In 1869 Valentine & Co. had an office at 32 Kilby Street and were later at 153 Milk Street, as a branch of the main house — headquarters in New York — the Boston business being managed for many years by Daniel G. Mansfield, who died in Medford, December 29, 1912. Later they removed to 164 Pur-

chase Street, where they were in 1891, and later to 74 Pearl Street, where they are now located, Mr. Walter H. Pulsifer being manager. They have always done a very large and profitable business, especially with carriage manufacturers. Henry C. Valentine, who was President of Valentine & Company for many years after 1881, died in 1912, aged eighty-one.

Mr. John Babcock was a varnish maker for Stimson & Valentine in the early fifties, and continued with Mr. Stimson until 1867 or 1868, when he became a member of the firm of Stimson, Babcock & Livermore, as stated. He continued later with Mr. Stimson, as Stimson & Babcock, until 1877, when he went into business himself under the style of John Babcock & Co., which he carried on until the day of his death, March 11, 1887, aged seventy-one years. The business at 104 Water Street and at 4 Liberty Square was continued by his son, Frank H. Babcock, and on his death, January 8, 1912, it was sold to Mr. C. Warren Moulton, who had married a daughter of John Babcock. The business was incorporated in February of this year, under the style of John Babcock & Co., with Paul Babcock Moulton, a grandson of John Babcock, as President, and C. Warren Moulton, Treasurer, and the factory is located at Brighton.

The Babcock Varnish Co. was started in 1889 by M. C. Babcock, William T. Jenkins, and Mr. A. M. Chase. The office for a time was at 10 Oliver Street. Mr. Chase retired and Mr. Jenkins died several years ago, but the business is still being carried on at factory, 156 Western Avenue, in Brighton, and office 142 High Street, Mr. M. C. Babcock being President and C. A. Knight, Treasurer.







JAMES B. LORD

GEORGE H. SHAW

HARRY A. HALL

COL. LYFORD A. MERROW

\*JOSEPH W. STICKNEY

The Boston Varnish Co. is doubtless the largest manufacturer of varnish in New England, with works and office at Everett, and they distribute their goods all over the United States, one of their specialties being Kyanize. The business was originated by B. J. Richardson, and at his death was acquired by the present owners. The officers are James B. Lord, President; W. A. Putnam, Vice-President; and Harry A. Hall, Treasurer.

The Queen City Varnish Co. is represented by Frank C. Davenport at 1334 Tremont Street, who was at one time agent for Wetherill & Bro. white lead manufacturers, when they were at 137 High Street.

John Weingartner has sold varnish in Boston for many years, and is now owner of the Quaker City Varnish Co., at 136 Harrison Avenue.

The Norfolk Varnish Co., located at Norfolk Downs, was organized in April, 1908, B. G. Brown, President, and W. H. Emerson, Treasurer.

The West Varnish Co. of Everett is managed by H. J. West.

Although, strictly speaking, Mr. George H. Shaw of Middleboro is not a Boston man, still his many regular visits to Boston in the interest of varnish and japan, which he manufactured, have made him familiar to all of the trade and this brief resumé of the varnish business would be incomplete if we did not make reference to him. He could be well called the "Grand Old Man" of the varnish business and his life has been one of good works, as well as of pleasure and profit, not only to himself, but to all with whom he has been brought in contact. To my mind, his life could surely justify a claim, if desired, of being in the highest sense most successful and most

happy. He begun business as a japan manufacturer in 1858 and later added varnish. As he was born March, 1831, he is now eighty-three years old. The business was incorporated four or five years ago as George H. Shaw Co., George H. Shaw, President and Treasurer; Ezra F. Shaw, Vice-President; Lewis F. Harding, Secretary. Mr. Frank A. Spooner, who was at one time connected with the Government Waterproof Paint Co., is Sales Manager, succeeding Mr. Shaw's son, Arthur E. Shaw, who died in Middleboro, March 6, 1910, lamented by all.

Pratt & Lambert, Inc., of Buffalo and Chicago, is one of the largest varnish manufacturing companies, and while not at the present time having a depot or office in Boston, is well represented by J. C. W. McKim, who succeeded C. H. G. Miner. Mr. Miner was later manager for A. P. Fuller Co., Portland, Maine, and on change of control in that concern, obtained by Burgess-Fobes Co. of Portland, he resigned and is now, I think, on the Pacific Coast. The original firm of Pratt & Lambert was formed thirty-five or more years ago by A. W. Pratt — a brother of Charles Pratt — and Henry S. Lambert, and I think that for a time Charles Pratt was a special partner.

Many in the trade will favorably remember Mr. Lambert who made frequent visits to Boston. On account of ill-health, he retired more than fifteen years ago from active business to Asheville, N. C., where he died about six years ago. Mr. N. B. Arnold was at one time Secretary of the Corporation of Pratt & Lambert but retired to make connection with the Keystone Varnish Co., and is now President of that Company. Mr. William

H. Andrews (who begun his business career with Wadsworth-Howland & Co., Boston,) has been President of Pratt & Lambert, Inc., for ten years or more, and under his able management the business has assumed large proportions.

Aug. P. Fuller Company, varnish manufacturers, headquarters in Portland, Maine, are represented in Boston by Augustus T. Sweat, with office at 29 Central Street. Frank J. Masure is President and General Manager, and Harold B. Fobes, son of the late Charles S. Fobes, Treasurer. The ownership of Aug. P. Fuller Co. is vested in Burgess-Fobes Co., paint manufacturers, of Portland for many years. Mr. Leon M. Fobes, son of the late Leander W. Fobes, is President of the present corporation of Burgess-Fobes Co., and they are represented also by Mr. Sweat at the above Boston address.

Berry Bros., Ltd., of Detroit, one of the very large varnish manufacturing concerns, established a depot in Boston in 1879, and Mr. William F. Chapman who was the manager for many years on Milk Street, 42 Pearl Street, and 520 Atlantic Avenue, and who died January 6, 1903, will be well remembered by the older members. Their present location is 173 Federal Street, the manager being H. A. Fuller.

The Standard Varnish Works of New York and Chicago, probably the largest in the United States and perhaps in the world, have had offices here for many years, now located at 120 Tremont Street. One of the earliest representatives here was Samuel S. Long, who is now General Sales Agent of the entire company, headquarters in New York. The present Boston manager is Mr. F. W. Janvrin, Mr. Charles H. Dearborn (who started



in the paint business with Poor, Towne & Co. in 1878), being in charge of sales to manufacturers. He remained with Poor, Towne & Co. until their retirement in 1894 and from 1900 to 1904 was with the Murphy Varnish Co.

Mayer & Loewenstein, established 1846, old and very well-known varnish manufacturers of New York, forty-three years ago were represented here by my old and valued friend, Ludolph H. Abraham, who was Boston resident partner of the house for several years after his admission, January 1, 1880. He now is President and principal owner of the present Corporation of Mayer & Loewenstein, which was incorporated January 1, 1908. His son, James H. Abraham, is now Vice-President and Superintendent of factory, and makes occasional visits to Boston. Their office is 164 Water Street, New York, and factory at Vernon Avenue, corner of Bodine Street.

The Murphy Varnish Co. (of which Franklin Murphy, former Governor of New Jersey is President), one of the largest varnish houses in the United States, with headquarters in Newark, N. J., was established in Boston prior to 1894 and has had offices and warerooms at 140 Pearl Street, and later on Batterymarch Street in 1908, when Louis L. Drake, then Secretary of National Paint, Oil and Varnish Association, was Manager. The company, I think, is not now directly represented here.

The Chicago Varnish Co. has had a distributing depot here for considerably more than twenty-years — quite a time at Pearl Street, corner of High Street, and were formerly represented by Mr. William Atkins. They are now located at 75 High Street, A. E. Hunter being manager.

In 1880 Glidden & Joy had a store in Boston at 127

Fulton Street, and in 1891 their headquarters were at 170 Hanover Street, William F. Joy being manager. The name was later changed to the Glidden & Joy Varnish Co., and later to the Glidden Varnish Co. Mr. W. F. Joy died about five years ago. They had a store in Boston in 1894, with warehouse at one time at 196 Commercial Street, and continued it for several years under the management of H. A. Norton at 58 Pearl Street, but have since moved their New England headquarters to New York, now managed by C. I. Phillips, although their local representative, Mr. Charles E. Knowles is still with us. They do a very extensive business, especially in Jap-a-lac, which has been so widely advertised. Mr. Norton is now special representative covering the whole of New England.

In 1883 Glidden W. Joy did business at No. 93 and later at 85 Union Street, as varnish manufacturer, his factory being in Brighton. He gave up business not long after and is now living in New York.

There were other men in the varnish manufacturing business in the olden times: W. C. Hunneman, 1866 at 41 India Street, 1868 at 38 India Street, and in 1869 at 65 Commercial Street; Edwin A. Rogers, Canal Street, 1865 to 1870; Eben Fisher in 1869 at 65 Commercial Street; Mr. Lyman M. Miller, 1870 and later; Mr. Howard H. Paul, 1889; Edward Pearl, 1869 and later, and Mr. Joseph W. Stickney, the latter doing business in 1864 as Joseph W. Stickney & Co., and making a specialty of black varnish. Mr. Stickney is still doing business under the name of Stickney-Tirrell & Co., large manufacturers of whiting, and it will be seen that he has been fifty years or more in the business and is still hale and

hearty. (August 18. I have just learned of the death today of Mr. Stickney at his home in Chelsea in his eighty-first year.)

In the matter of whiting, it may not be out of place to state that Mr. William S. Pratt, who is a past President of the Paint and Oil Club, and is now an honorary member, was once a large manufacturer of whiting, but has now retired from active business.

The Acme White Lead & Color Works, East Boston, referred to elsewhere, are also manufacturers of whiting.

Whittemore-Wright Co. are manufacturers of shellac, varnishes, stains, waxes, etc., on Alford Street, Charlestown, the President and Treasurer being Fred L. Whittemore, and Vice-President Richard A. Wright, both of them having been in the drug and chemical business as far back as 1881, with O. S. Janney & Co. They are Boston representatives of William Zinsser & Co., New York, manufacturers of bleached shellac gum, varnishes, paints, etc.

The Butcher Polish Co., 357 Atlantic Avenue, are perhaps the largest and best known, and certainly were the earliest, large manufacturers of floor waxes in the United States. The business was begun by Charles Butcher alone, and afterwards was incorporated in 1883 under the name of Butcher Polish Co., Charles Butcher being President, and George E. Ryder, Treasurer. Mr. George E. Ryder died a few years later and his son, Everett G. Ryder, succeeded him.

H. F. Staples & Co., factory in Medford, are also large manufacturers of waxes for the trade, established about 1900. Mr. Staples is a Director in the Paint and Oil Club of New England at the present time.

George A. Alden & Co. for many years were important factors in shellac gums, their main business however having been crude rubber. They had an interest in the manufacture of white shellac gum through partial ownership of the Mac-Lac Co. They were unfortunate in their business which is now in liquidation and the Mac-Lac Co. now is represented in Boston by Mr. W. A. Priest, at 204 Milk Street.

Mr. Fred L. Moses, formerly with the Alden concern, is now a broker and commission merchant in shellac and other articles, with headquarters at 220 Devonshire Street.

John H. Atkinson, 71 Kilby Street, is also a broker in shellac, and the concern of Knox & Morse Co., 96 High Street, are manufacturers of chemicals, waxes, and drugs, and dealers in naval stores, etc.

John O. Robinson Co., 63 Oliver Street, are brokers and dealers in shellac, waxes, etc., and commission merchants in paints.

John W. Hamilton Co., 70 Kilby Street, are dealers and manufacturers in varnishes, shellac, etc.

As paints and varnishes would not be of very much use were it not for brushes (despite some modern invention of immersion for varnishing, or force and spray pumps for painting), it may not be out of place to devote a little space and time to some of the early brush manufacturers, and also those who have been among us during the last two generations.

From Medfield, Mass., have come many brush manufacturers, the first of whom was Artemus Woodward, who began in 1807 making brushes in a small way, two



of his apprentices being John W. Adams (a cousin of former President John Quincy Adams) and Seth Whiting (father of John L. Whiting), who joined together just about a hundred years ago in Medfield. For a short time they manufactured the Whiting & Adams brushes, later called the Adams brushes by Mr. John W. Adams' son and successor, Mr. John J. Adams, who was at one time the largest manufacturer of brushes in the United States. As early as 1835 Mr. Adams was in business in Boston at 72 and 99 Washington Street, where he remained for thirty years. I think he later had a factory outside of Boston, with headquarters later in Brooklyn, N. Y., and the firm of J. J. Adams & Co. was known all over the United States. Seth Whiting continued as a manufacturer and inventor until his death in 1850. Many of his inventions, especially tools and implements, were very important.

His son, John L. Whiting, continued in the brush business, making brushes for himself in a desultory way, also working for others, from about 1850 to the early sixties, and about 1864 he was at 15 Exchange Street, where Eastham, Harvey & Morris were located. Not long afterwards he was at 3 Doane Street, somewhere about 1865, and was associated as partner with Howard L. Drinkwater, under the name of Drinkwater & Whiting. (This combination of names might be appropriate for a man of Mr. Whiting's strong temperance principles but the product apparently advised to be partaken internally would not be of much use, anyway, although nominally it could be called a kalsomine, if a little glue were added, which would spoil it as a beverage.)

Drinkwater & Whiting were together at 8. Blackstone

Street in 1866-7, when the former retired and a year or two later was a member of the firm of Packard, Burrill & Co., at 33 Exchange Street. Mr. Whiting continued at 8 Blackstone Street until about 1875, when removal was made to 144 Oliver Street, where he remained until 1888, when he removed to High Street, corner of Purchase Street. His son, William S. Whiting, was admitted as partner in 1881, under the style of John L. Whiting & Son, and continued until his sudden and lamented death April 9, 1908, aged fifty-two years.

Mr. John L. Whiting spent all his life in the brush business and made more important and valuable inventions relating to brushes than any other man, and could truly be called the "King" of brush makers. He was a lovable man, public-spirited and philanthropic and of sterling character. He died June 5, 1892, aged sixty-nine years.

After the death of Mr. John L. Whiting the business was incorporated under the style of John L. Whiting & Son Co., Mr. W. S. Whiting being President and Treasurer, and Lew C. Hill (whose wife was a niece of John L. Whiting), Secretary. Shortly after the death of Mr. W. S. Whiting consolidation was made June 1, 1908, with J. J. Adams & Co., elsewhere referred to, under the style of John L. Whiting-J. J. Adams Co., and it is a singular coincidence of the coming together of the names of Whiting and Adams, the same as nearly one hundred years before. Another singular thing in connection with this business, is the fact that there are connected with the present corporation, four great grandsons of Seth Whiting, the Medfield brush maker of 1810, who was the father of John L. Whiting. They are Allen

S. Whiting, who is financially interested in the business but on account of ill-health does not take an active part; Henry H. Hill, who has been in the business over fifteen years and attends to many very important duties and responsibilities in a general way, with a special overlooking of the manufacturing end; Edward M. Hill, another son of Mr. Lew C. Hill, whose duties require particular attention to the large business in the J. J. Adams brand of brushes; and John Whiting Webber, who has more recently come into the business. With these young men of strong ability and good character who take great interest in brushes, the company has good stock for future management and doubtless will carry through successfully many years into the second century of its career.

The business, which probably is the largest in the line in the world, is at present conducted in a factory covering nearly a whole block at 690 to 710 Harrison Avenue, and also at a factory in Brooklyn, N. Y. Mr. Lew C. Hill—who began business with Mr. Whiting in 1875 and who is perhaps the most influential as he is, in my opinion, the ablest man in the brush business in the United States—is the President of the concern; Mr. Harvey W. Hasey, who was formerly head of the J. J. Adams Co., and was very well known among the brush buyers of the United States, is Treasurer, and Mr. Allen S. Whiting, is Secretary.

The present concern of A. & E. Burton & Co. is now a corporation and located at 73-75 Pearl Street, where they have been for fifteen years or more. This concern was started in 1845 by James Harvey and N. and A. Burton, under the firm name of Harvey & Burtons, at



\*JOHN L. WHITING

HARVEY W. HASCY

LEW C. HILL

\*WILLIAM S. WHITING

\*FRANK H. CARTER









\*JOHN C. PUSHEE

GEORGE D. PUSHEE

JOHN E. PUSHEE

\*ANSON BURTON

\*EZRA BURTON

7 Water Street, and they continued under that name and as Harvey, Burton & Co., until about 1863 or 1864, being located on Devonshire Street and Exchange Street. In 1864 and twelve years later, it was Burton, Fellows & Co., at 21 Exchange Street. That same year Mr. Fellows retired and became a member of the firm of Austin & Fellows, at 35 Exchange Street, where they remained for several years, removing in 1883 to 96 High Street. The Burtons continued as A. & E. Burton & Co. at 21 Exchange Street, Mr. F. H. Carter being the junior partner, and about 1899 they removed to 73 Pearl Street. Mr. Carter was the managing partner at the time of his death, about a year ago, and since then the corporation has been formed.

J. C. Pushee & Sons were originally brush makers at Lansingburgh, N. Y., and established there by John C. Pushee, who was of New England ancestry, the Pushee family having for several generations lived in and about Littleton and Westford, Mass. This business was brought to Boston about 1879 and for several years operated as J. C. Pushee & Co. In the early eighties Mr. Pushee admitted his sons, George D. and John E., to partnership, forming the firm of J. C. Pushee & Sons. The firm so continued until 1900, when John C. Pushee died at the age of sixty-eight years, and the business, which extends all over the United States, has since been continued very successfully by George D. and John E. Pushee, a partnership under the same name and style of J. C. Pushee & Sons, at 3 Randolph Street, corner Harrison Avenue, where they have been for over twenty years.

Samuel E. Jordan, of Samuel E. Jordan Brush Co.,



successors to Jordan & Christie, began with William G. Baker, a brush manufacturer in Maplewood, as a boy of thirteen, in 1869. He was engaged for several years in other business and on the death of Mr. Baker in 1881, in connection with Mr. Christie, began business as above, and were in 1882 at 143 Charlestown Street and later at 85 Fulton Street, and for many years had a store at 28 Merchants Row. They built a fine new factory in Maplewood in 1893, and later removed their office and store from Merchants Row to Maplewood. Mr. Christie died about 1904, when Mr. Jordan bought out his interests and continued alone until 1906, when the Samuel E. Jordan Brush Co. was formed, Mr. Jordan being President and Treasurer, and George W. Soule, Assistant Treasurer and General Manager.

Worcester & Austin were in business at 86 Chardon Street in 1869, and later at 35 Exchange Street, when they separated, Mr. Austin going with John H. Fellows, and the firm of Worcester, Stadlinger & Co. was formed at 27 Exchange Street. In 1879 the firm was A. Worcester & Son, and the business has been continued there ever since under that name and George H. Worcester & Co.

John F. Bowditch, now located at 14-16 India Square, has been in the brush business for very many years, having first been connected with John L. Whiting, prior to 1879, and from that time he has been located in India Square.

William M. Sawin, who also was formerly with John L. Whiting, began business at 126 Canal Street some seventeen to eighteen years ago, and is now located at 11 Hawkins Street.

Mr. W. G. Hallock, who was twenty years ago at 36 South Market Street and later at 126 Canal Street, is now located at 11 Hawkins Street.

The W. P. Goode Brush Co., now at 134 North Street, is the successor to C. A. Austin Brush Co., who in turn succeeded Charles A. Austin & Co. at 96 High Street.

Darius White, founder of D. White & Son, Portland, Maine, learned his trade from John J. Adams and was a power in the brush business for many years. He had a store in Boston about 1860 at 29 India Street, and the next year was on Exchange Street as D. White & Son, remaining there until about 1880, when their Boston business was looked after by Wadsworth, Howland & Co. Not very long after, the entire business was sold to John L. Whiting & Son, the Portland factory being closed, and the "White" Brushes have ever since been made at the Whiting factory.

The Boston Feather Duster Co. has operated in Boston many years and is now located at 74 Pearl Street.

I will briefly refer to some of the old brush manufacturing concerns, practically all of them now being out of business and not represented by successors, and nearly all of the older members are dead.

One of the earliest brush factories located in Boston, was that of John Doane, who in 1829 was located at 19 Merchants Row, and for over twenty years the business was continued at 8 and 19 Exchange Street, John Doane, Jr., succeeding his father in 1833, and later continuing the business as John Doane, Jr., & Co., the junior partner being Heman S. Doane. The latter took the business alone in 1841 and continued under that name, and Foster & Doane, and Doane & Skilton, and his own name,

at Exchange Street and Water Street, until 1867, when Mr. H. Averill was admitted as a partner under the name of Heman S. Doane & Co. They in turn, were succeeded in 1870 by Averill & Hunting, who, after the Boston fire, moved to Waverly Block, Charlestown, and later were at 323 Washington Street. In 1879 it was Averill, Hunting & Carter, at the same place, and two years later Hiram Averill was alone at 323 Washington Street, and Mr. Hunting was of the firm of Eastham, Hunting & Carter, at 352 Washington Street. Mr. E. N. Hunting left to take charge of the brush manufacturing business at the Charlestown State Prison, and has given the State many years of faithful service, and is still alive and active at quite an advanced age.

One of the early and large concerns in brush manufacturing was that of Stratton, Coolidge & Co., composed of Ira Stratton, F. Coolidge, Jr., and J. L. Sherriff, and they and their successors were located at 22 Exchange Street for about twenty-seven years. The various changes in the firm were represented by Stratton, Coolidge & Sherriff; Stratton, Sherriff & Co. (the junior partners having been William W. Eastham and John H. Fellows), and Sherriff & Eastham, in 1860 to 1864. Mr. Ira Stratton of this firm had the reputation of being the richest man in the brush business in the United States. The concern was succeeded by Harvey & Morris of 33 Exchange Street, and the next year it was Eastham, Harvey & Morris at 15 Union Street, where they remained several years. Probably Mr. Harvey of this concern was formerly of the firm of Harvey & Burtons. The business was afterwards conducted by Eastham & Morris, and later W. W. Eastham was alone from 1876 to 1880, and the

next year was of the firm of Eastham, Hunting & Carter at 352 Washington Street.

The well-known McLaughlin Brush factory was started about 1852 by McLaughlin & Coburn at 28 Exchange Street, and the next year Mr. Francis McLaughlin was alone at the same place and for many years thereafter. About 1877 the firm of Murphy, Leavens & Co. succeeded to the McLaughlin business and continued many years at 12 Devonshire Street, but are not now in active business.

In 1869 the firm Packard, Burrill & Co. was formed at 33 Exchange Street, Mr. Homer L. Drinkwater being the junior partner. Some two years later the firm was Packard & Burrill at the same place, and later they were located at 8 Union Street, where they were for many years. Later, about 1903, Mr. C. O. Burrill did business on his own account and A. Packard & Co. continued at 8 Union Street until 1906, when they removed to Commercial Street, and not long after I think they discontinued business.

In 1864 or 1865 John L. Sherriff, who had been of Stratton, Sherriff & Co., started for himself at 22 Exchange Street and continued for several years under the name of Sherriff & Co., being later located at 146 Washington Street, and not long after that time I think he went out of business.

George G. Morris, who had been of Eastham, Harvey & Morris, was in business for four or five years after 1871 on F Street.

George A. White & Co., as probable successors to White, Munroe & Co., were located several years during the sixties at 25 Union Street, and C. C. White & Co. were for a short time in 1873 and later, at 22½ Exchange Street.



There were other manufacturers of brushes in business for a short time, as Hugh Rock, 21 Exchange Street, in 1846-7; Thomas Curran, 28 Exchange Street, 1846-9; A. R. Davis, Court Street, 1851; Charles E. Tyler, from 1858 to 1863, at 94 Blackstone Street and 27 Exchange Street; John F. Canning & Co., 98 Sudbury Street, in 1867; George T. Reed at 179 Washington Street, in 1869; Charles Hall, 146 Washington Street, in 1871; and Daniel F. Ryan, 9 Merchants Row, 1881.

George Skilton, who afterwards was of the firm of Doane & Skilton, 49 Water Street, began business in 1845 at 19 Exchange Street, and Willard Knowles was in the brush business at the same location at about the same time. Mr. Skilton was afterwards at 49 Water Street, from 1852 to the time he became a partner to H. S. Doane.

It is singular how the brush trade hovered in and around Exchange Street which is only a very short street running from State Street to Adams Square. The first to locate there was John Doane, in 1830 at No. 8, and during the subsequent eighty-four years there have been thirty differently named firms in the same business, located in ten different stores in that same street. Now there is only one remaining.

Years ago, the selling of paints, oils, and drugs, and also window glass, by the same men, was very common, while today, as a rule, very few jobbers of paints and oils are handlers to any great extent of drugs and glass. In this sketch I shall include some of all, not only from necessity noted above, but from a desire also to make record of those of today who are engaged in business

so near to ours, and also, indirectly, some other allied lines, as dealers, manufacturers, and brokers, in naphtha and other petroleum products, soft oils, alcohol, tin cans, sponges, gold leaf, glues, etc., all of which articles we are obliged to purchase from time to time.

Some of the early druggists and paint dealers I have referred to, especially those early ones, who were long in business but who have disappeared. I am going to refer to others of later date, some being yet among us, although reduced in number through amalgamation and purchase.

The present Eastern Drug Co., Fulton, Cross and Barrett Streets, is an example of the latter, being a consolidation effected January 1, 1900, of the old firms of Cutler Bros. & Co., George C. Goodwin & Co., and West & Jenney, and the purchase outright of Rust & Richardson Drug Co.

In 1825 the business of the first named firm was begun by Abraham T. Lowe, druggist, on Bowdoin Row. In 1828 to 1838 it was Lowe & Reed at 44 Hanover Street, 111 State Street, 24 Merchants Row, and 54 Chatham Street. In 1839 it was Reed, Wing & Cutler — William J. Cutler, who was later President of the First National Bank, joining the firm that year. In 1846 it was Reed & Cutler, and about 1850 they moved to 33 India Street. Later, as Reed, Cutler & Co., they were for many years at 109-111 Broad Street. In 1872 it was Cutler Bros. & Co., composed of William J., George, and E. Waldo Cutler, and C. E. Barker, located at 89 Broad Street. There were two other Cutler brothers, Abraham Lowe and Charles Henry, elsewhere referred to. A son of William J. Cutler, Mr. Edward H. Cutler, has been for

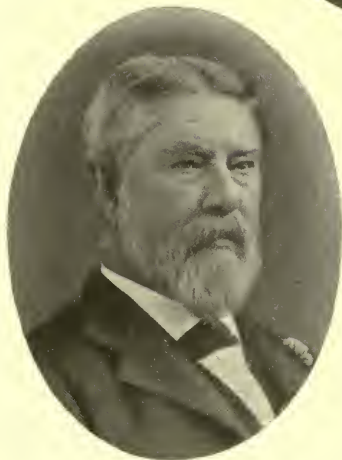
many years a member of the firm of Noyes Bros. & Cutler, St. Paul, Minnesota. Mr. Charles F. Cutler, President of the Eastern Drug Co., is a son of George Cutler, and William W. Cutler, the Secretary, is son of E. Waldo Cutler.

George C. Goodwin & Co., the second of the consolidated firms, was started by George C. Goodwin as a druggist in 1844, at 76 Union Street. He had been employed in selling friction matches on his own account and as a partner in the firm of Byam & Goodwin in 1840 — Mr. Byam being later of Byam, Carleton & Co. In 1861 George C. Goodwin & Co. were at 15 Marshall Street, and in 1863 they were at 38 Hanover Street, remaining there thirty-seven years. Mr. C. C. Goodwin was then practically the sole owner and upon consolidation, became the first President of the Eastern Drug Co.

In 1887 was formed at 59 Broad Street, corner of Milk Street, the firm of West & Jenney, both members having begun with Cutler Bros. & Co.— Mr. Charles A. West in 1867 and Mr. Bernard Jenney, Jr., in 1876. From the start they did a large and successful business and at one time were important factors in the manufacture of camphor. In 1889 they moved to 99 Broad Street and 305 Franklin Street.

The present officers of the Eastern Drug Co. are Charles F. Cutler, President; Charles A. West, Vice-President; Bernard Jenney, Jr., Treasurer; William W. Cutler, Secretary. The business has been largely increased and is now undoubtedly the largest of its class in New England and has been uniformly successful.

The Rust & Richardson Drug Co., located at 43 Hanover Street — where had been several in the same



\*WILLIAM J. CUTLER

\*SOLOMON CARTER

\*HON. JOHN W. CANDLER

\*ANDREW G. WEEKS

\*CHARLES P. LAURIAT





line — was successor to Rust Bros. & Bird, which was an outcome of Carter, Rust & Co., referred to later. The partners of this second named firm were Nathaniel J. Rust, Dr. William Appleton Rust, and John L. Bird. Mr. William W. Cutler married a daughter of N. J. Rust. In selling out their business in 1900 to the newly formed Eastern Drug Co., the Rust interests disappeared from the drug line, with which it had been identified for thirty-seven years.

The present concern of Carter, Carter & Meigs, Merri-mac Street, near Haymarket Square, was founded in 1837 or 1838 by Solomon Carter, who had a drug store on Chambers Street, corner of Poplar Street, and in 1839 he moved to Hanover Street. In 1845 it was Carter & Wilson, and then Carter, Wilson & Co. (John Wilson, Jr. and D. Fairbanks), followed about 1853 by Carter, Colcord & Preston, until 1862, when Mr. Carter sold out to S. M. Colcord & Co., the latter remaining at the old store, 86 Hanover Street, corner of Portland Street. In 1863 Mr. Carter, with Nathaniel J. Rust, who had been several years with Weeks & Potter, and who was succeeded in his old place by George R. White, formed the firm of Carter, Rust & Co., which continued three or four years, when Mr. Carter withdrew and formed in 1864 the firm of Carter & Wiley, at 138 Washington Street and Spring Lane, buying out John Wilson, Jr., & Co., successors to Wilson & Fairbanks. Mr. Rust continued on Hanover Street with his brother, William A. Rust, and John L. Bird, as Rust Bros. & Bird, and later as Rust & Richardson Drug Co., until January 1, 1900. In 1874 it was Carter, Harris & Hawley, 174 Washington Street, or 356 as renumbered.

In 1885 or 1886 the firm of Carter, Carter & Kilham was formed, consisting of Solomon Carter, his son, Fred L. Carter (who begun with the concern about 1866), and C. A. Kilham, at the old location on Washington Street, and in 1894 they moved to their present store, 20 to 38 Merrimac Street, near Haymarket Square. In 1898, Mr. Kilham having withdrawn, the firm name was Carter, Carter & Meigs, consisting of Solomon Carter, his two sons, Fred L. and Herbert L. Carter, and Joseph E. Meigs. Both Fred L. Carter and Mr. Meigs begun with Mr. Solomon Carter about forty-eight years ago.

In 1906 the concern was incorporated under the same name and the same able and successful management was continued. Early this year of 1914 Mr. Fred L. Carter, in order to lessen business cares, sold the control to Brewer & Co. of Worcester, but still holds an interest and the position of Treasurer. The present officers are as follows: Howard D. Brewer, President; Joseph E. Meigs, Secretary; Thomas F. Mullen, first Vice-President; Fred L. Carter, Jr., second Vice-President; Fred L. Carter, Treasurer, and Newton C. Smith, Assistant Treasurer. Mr. Herbert L. Carter retired from active business several years ago. I well remember, more than forty years ago, Mr. Solomon Carter, with very slight, rather stooping form, when he was located on Washington Street and Spring Lane.

Ralph P. Hoagland was at one time quite a factor in the drug and patent medicine business, and also manufacturing of shellac, and for several years was at 75 to 79 Portland Street. He later, with Harry K. Mansfield, formed the firm of Hoagland & Mansfield, for the

wholesaling of drugs, patent medicines, and shellacs, on Canal Street, corner of Traverse. Later the drug stock was sold to the Eastern Drug Co., and the manufacturing of shellac was continued by Hoagland-Curtis Drug Co., and the business is now conducted by Ralph P. Hoagland alone at 69 Beverly Street.

The firm of Weeks & Potter was formed in 1852 by Andrew G. Weeks and Warren B. Potter at 154, later 176, and renumbered as 360 Washington Street. Mr. Weeks had been for several years a clerk for Seth W. Fowle, 138 and 170 Washington Street, which concern is still doing business in Boston at 164 Federal Street as Seth W. Fowle & Sons. Andrew G. Weeks, Jr., went with Weeks & Potter on his leaving college in 1882, and on its incorporation became Vice-President and General Manager, until the closing out of the business about 1901 — the stocks of goods being bought by Raymond.

The Potter Drug & Chemical Co. had been previously formed to continue the manufacturing end of the business, particularly "Cuticura" and the controlling factor in same today is Mr. George R. White, who enjoys the distinction of being the largest individual tax payer in Boston. Both Mr. Potter and Mr. Weeks, Sr., died several years ago — the latter in 1903.

The house of Gilman Bros. was established May 1, 1863, at 109 Milk Street, the partners being Gorham D., Samuel K., and John A. Gilman. They were burned out in the big fire of 1872, and went for a year or so to 22 Custom House Street, removing in 1874 to 307 Washington Street, as renumbered in 1876. Since January 1, 1894, they have been at 50 Franklin Street.



They now are a corporation, formed January 1, 1913, the present officers being John A. Gilman, President; Clarence E. Hope, first Vice-President; B. Frank Swan, second Vice-President; A. Henry Smith, Treasurer; D. G. Burr, Assistant Treasurer; and Edward F. Glavin, Secretary. Samuel K. Gilman died in 1880. Hon. Gorham D. Gilman, who had served in the Legislature as Representative and Senator, died in October, 1910. Mr. John A. Gilman is still active and can boast of more than fifty-one years of continuous service — but he is not one of the boasting kind.

In 1873 was formed the firm of Smith, Doolittle & Smith, at 26 Tremont Row — Mr. A. C. Smith of the firm had been for several years in the employ of Gilman Bros. This firm continued until about 1886, when the style was Doolittle & Smith, composed of E. H. Doolittle and A. C. Smith; the other Mr. Smith died about 1887. From 1890 to 1893 it was Smith, Benedict & Co., and shortly after this date the firm retired from business.

Just above our old Water Street store, William A. Bangs & Co. were located in 1868, and they were dealers in drugs, dyestuffs, etc. It had previously been Porter, Loring & Co., composed of Thomas C. Porter, Gayton P. Loring, and William Babson, in 1851, and before that, Porter & Caswell at 11 India Street, 1849. I remember both Mr. Loring and Mr. Porter, the latter I think being later of Cushing, Porter & Cades, and in 1894 it was T. C. Porter & Co. at 165 Milk Street.

Mr. Edward F. Porter was a dealer in dyestuffs and I think he, with several others, including Gayton P. Loring, were the original ones in forming the Boston Dyewood & Chemical Co., who before the Boston Fire,

were located at 116 Milk Street, and after rebuilding came back to Milk Street, near the original location.

The Avery Chemical Co. have been established a number of years and at present have offices at No. 88 Broad Street, their factory being in Lowell. They manufacture a large variety of chemicals, including ammonia, bisulphide of soda, and chromium products, and are probably the largest manufacturers of lactic acids in the world.

They also are agents for a brand of Silica, which is sold to paint manufacturers and they are also jobbers in drugs, naval stores, etc. The officers are Alan A. Clafin, President, and Stanley E. Faithfull, Treasurer.

For nearly fifty years B. O. & G. C. Wilson were botanical druggists at 18 Central Street, 28 Merchants Row, and 46 Canal Street.

Heath, Cheney & Co. began at 40 Hanover Street. For the last forty-four years they have been at 15 Union Street, under various names, as Cheney, Myrick & Co., Cheney, Myrick & Hobbs, Cheney, Myrick, Hobbs & Horton, and now G. S. Cheney Co.

John F. Neill has been in the drug business for many years at 19 Union Street.

William H. Swift was well known in the chemical and color business from his entry as of the firm of Hood, Swift & Co. at 12 India Street in 1871, to his death in 1899. In 1873 it was William H. Swift & Co., the junior partners being J. H. Lombard and C. Linzee Tilden — Mr. Lombard having been in the original firm. In 1875 Mr. Lombard retired and removal was made to 209 State Street and later to 117 Milk Street. They had close business relations with J. A. & W. Bird

& Co., the latter firm at one time having been selling agents for the Boston Color Co., owned by W. H. Swift & Co., factory in East Boston. I think the latter firm were about the earliest manufacturers of Paris Green in New England as they were of Swift's Arsenate of Lead, now so well known throughout this portion of our country. They had a factory in New Durham, N. H., for manufacture of chemicals, the Boston office after 1891 being 45 Pearl Street. Not long after the death of Mr. Swift in May, 1899, the business was sold to the Merrimac Chemical Co. Mr. C. L. Tilden died in 1906.

The Merrimac Chemical Co. was formed November 27, 1863, the first President, I think, being John W. Candler and the Treasurer, Charles D. Kellogg, who was a commission merchant at 29 India Street. The other Directors were Robert B. Eaton, who had been a partner in the firm of Eaton, Hill & Candler, and William L. Candler of John W. Candler & Bros., 44 Central Street. In 1868 the Company was at 225 State Street where also Foster, Candler & Co. were located, and the Treasurer then was George G. Granger. Later A. P. and C. T. Howard were connected with the company and the office in 1874 was at 19 Doane Street. The factories are at South Wilmington, and through large increase of business have become very extensive, numbering forty buildings on both sides of the tracks of the Boston & Maine R.R. The present officers are S. W. Wilder, President and Treasurer; Henry Howard, Vice-President and Superintendent; and W. F. Oburg, Assistant Treasurer. Mr. W. F. Oburg was formerly with William H. Swift & Co. The present offices of the Company are at 33 Broad Street.

The business of the present very large Cochrane Chemical Co. was originated, I think, by Alexander Cochrane & Co. in South Malden (now Everett) in 1858, probably near where the present extensive factory buildings and wharves of the Company are now located. Their first Boston office was at 19 Broad Street and for many years they were at 55 Kilby Street. The firm was succeeded by the Corporation of Cochrane Chemical Co., formed January 15, 1883, the officers then being Alexander Cochrane, President and Treasurer; Hugh Cochrane, Vice-President; and Edward Gay, Clerk. Mr. Gay—my old and respected Malden neighbor—is still with the Company, but not so active as formerly, after fifty years of business life. Mr. Gay had been in 1865 and several years after, of the large woolen firm of Smith Bros. & Gay. Colonel Hugh Cochrane, who had been prominent in many walks of life, died January 11, 1904. The present officers are Alexander Cochrane, President; F. Douglas Cochrane, Vice-President; and Lindsley Loring, Treasurer. Mr. Alexander Cochrane's life has been one of great activity and success and he has filled many prominent positions with signal ability.

Before the days of denatured alcohol, the old firm of Dexter T. Mills & Co. supplied a large share of the pure alcohol to the Boston dealers. Mr. Mills begun business in 1850 as a broker in the Old State House, and a little later as burning fluid and oil dealer on Custom House Street. In the early days of the Civil War he made a great deal of money in alcohol, through the great increase in excise tax. Both Mr. Mills and the junior partner, Isaac R. Stearns, (who died August 10, 1883, aged forty-



one years), will be remembered by many of us, as will Mr. P. P. Barnes who, I think, died some two or three years ago.

John Tracy & Co. of Albany, N. Y., had a store here at 81 Broad Street for many years, managed by Daniel A. Patch, who sold large quantities of alcohol, before and after the war.

Later the Empire Distilling Co. did a large business in pure alcohol, and are still in Boston at 118 Purchase Street.

The names of Trull, Felton, Chapin and Chase, will also be recalled in this connection with old days of pure alcohol. Chester H. Graves was a distiller of pure alcohol as early as 1863, and the concern of C. H. Graves & Sons still manufactures and sells the genuine article as does the Purity Distilling Company of Cambridge.

Wood alcohol and especially denatured alcohol have largely taken the place of pure alcohol in our business and the handlers of the latter in quantities, as representing manufacturers, are Martin Thayer & Sons, and J. A. & W. Bird & Co., also the Purity Distilling Co., Eastern Drug Co., and Howe & French. Mr. Thayer, Sr., was a fine old gentleman, respected by all who knew him. He died January 17, 1909, aged seventy-two years. His son, Mr. Arthur W. Thayer, is the Boston representative at the present time, with office at 229 Milk Street.

Probably the earliest refiner in New England of mineral illuminating oil, was Samuel Downer of Hingham, who was junior partner in the firm of Downer, Austin & Co., sperm oil and candles, at 27 Broad Street, in the early forties. He was owner of the public resort known as Downer's Landing, so famous thirty or forty years ago.

He formed the Downer Kerosene Oil Co., and owned for many years, I think, with the Portland Kerosene Oil Co., the exclusive right to use the name of Kerosene. This was advertised by him as far back as 1857 or 1858, when his store was on Water Street, above Kilby Street, and later he was at 104 and 108 Water Street, where the O'Brion-Russell & Company's Insurance Agency is now located. William B. Merrill was the selling agent and a very important appearing man, as I recall. His brother, Joshua Merrill, was superintendent of the South Boston factory and another brother, J. Sanborn Merrill, was one of the firm of Smith & Merrill, while still another one was Rufus S. Merrill, who was an oil dealer on Water Street in 1863, and who invented a celebrated kerosene oil burner, called the "Star," about 1869.

Three of these Merrill brothers had been in the wall-paper business on Blackstone Street in 1850-52, the first firm being Jacob S. Merrill and Joshua. Joshua retired in 1852 and William B. Merrill took his place, the firm name still being Merrill Bros. A dozen or fifteen years later and for quite a time afterwards, J. Sanborn Merrill & Son carried on the wall paper and paper hanging business at 17 Hanover Street.

Many of the trade will remember Mr. Thomas W. Neal and later his son, Frank K. Neal, who did the trucking of the Downer Company and later for Martin Thayer & Sons, in the distribution of wood and denatured alcohol.

The business of the Jenney Mfg. Co., petroleum refiners, whose office is at 8 India Street and 146 Milk Street, with factory at South Boston, was begun in 1812, when Isaac and Stephen Jenney started at 50 State Street,

where Lee, Higginson & Co. are now located, and they remained there five years, when they removed to 8 Central Wharf. Mr. Stephen Jenney later continued alone, remaining at this location twenty-two years, when he removed to 46 India Street, remaining there from 1839 to 1879, when removal was made to the present location, so that during a hundred and two years, Mr. Stephen Jenney and his descendants of the same name, had occupied but four stores. The business was originally West India goods and sperm oils, Mr. Jenney being for quite a time connected with the Nantucket and New Bedford Packet Line. The factory in South Boston was at first used as a distillery for refining camphene and alcohol for manufacturing into burning fluids, and doubtless my father's concern had these products made by Mr. Bernard Jenney as far back as 1856, when Mr. Jenney started business, and the selling was done by Mr. Stephen Jenney and Mr. Charles S. Jenney, who joined the business in 1862. As nearly as I can ascertain Mr. Jenney begun the manufacture of oil in 1861 and my father bought some from him in October, 1861. He brought the crude oil in barrels from Pennsylvania to South Boston.

Mr. Charles S. Jenney died in January, 1876, aged fifty-four years — a good business man and a square man. His father, Stephen Jenney, died on June 5, 1877, aged eighty-six years, having been born August 31, 1791. Another brother, Noah S. Jenney, who for many years was secretary of the Boylston Insurance Co., took the place of Mr. Charles S. Jenney, and on the formation of the Corporation of the Jenney Mfg. Co. in 1884, he was elected Treasurer, continuing until his death



\*STEPHEN JENNEY

EDWARD J. DILLAWAY

CHARLES F. RICHARDSON

BERNARD JENNEY

I. H. WILEY





about 1890. Mr. Francis H. Jenney, another brother, who was for years connected with William B. Bacon, of 22 Central Street, one of Boston's large merchants, and father of former Ambassador Robert Bacon, was also largely interested financially in the Jenney business. He died December 12, 1893. On the death of Mr. Noah S. Jenney, Mr. Edward J. Dillaway, who came to work for Mr. Jenney in 1868, was elected Treasurer, and holds the position at the present time — and he *fills* it too, for there are very few better men living than E. J. Dillaway, and I *know* it, after forty-six years of intimate friendship. He is genial, able, and faithful, and very active in the Baptist Church in Malden, and has hosts of friends in that city, where we both have lived for very many years. Too often expressions like these are left until a man dies. Why not when one is living? Mr. Bernard Jenney is still living and is President of the corporation and has always been an honored, successful, and active man, although now more than eighty-seven years old. He was born in Boston in a house located where the building of the Telephone Co. now stands, corner of Milk and Oliver Streets. His son, Walter Jenney, is Vice-President and superintendent of the factory, and he came with the Company on his graduation from the Institute of Technology in 1878. Mr. H. Chester Howe is Secretary.

Mr. Stephen Jenney was a very precise little old gentleman of the old school and probably didn't weigh over one hundred pounds. I can remember him perfectly well, when on two occasions prior to 1863 my father took me to his office, Mr. Jenney gave me at one time a balloon, and another a wonderful spinning top which

would "go" four or five minutes, and you know these things please boys very much, and the gifts were an index to the kindly heart of the old gentleman. Later I saw him very many times up to his death in 1877. In his later years he kept a separate set of books, in extremely fine hand writing, which he thought of value, and he was humored in the idea.

I have given considerable space to the above named parties for I feel that it is due them and will be interesting reading to many, for this concern is the only surviving one of the many local petroleum refining companies which were in existence forty to fifty-five years ago.

I will refer to some of the old companies, among them being the Oriental Coal Oil Co., of which James Adams was Treasurer, and later the business was run as the Oriental Oil Co., with W. & H. F. Whittemore as selling agents at 32 Broad Street. Their factory was located in Charlestown, near the Chelsea Bridge, where the public recreation grounds are now.

The Maverick Oil Works were located in East Boston, I think near where the storage tanks and warehouses of the Standard Oil Co. now are, the latter concern having bought out the business more than thirty years ago. The original concern was Wilkinson, Carter & Yeomans in the early sixties, and their Boston office was 31 India Street. Later it was Wilkinson, Carter & Co., and about 1874 or 1875 it was Carter, Winsor & Co., the partners being Mr. Charles M. Carter and Gershom C. Winsor, who had retired from J. A. & W. Bird & Co. When the Standard Oil Co. purchased this Company, the business was carried along under the same name and Mr. Carter became manager of the

domestic business, Deloraine P. Corey being Treasurer, at 61 Broad Street, corner of Milk Street.

Mr. Benjamin Vaughan, aided by his cousin, Abbot A. Vaughan, had charge of the export department, under the name of the Beacon Oil Co., at Broad Street, corner of Water Street, which concern had been owned by Kidder, Vaughan & Co., and was sold to the Standard Oil Co. many years ago. Kidder, Vaughan & Co. were at 42 India Street in the sixties. Mr. Jerome G. Kidder was in the general oil business at 4 South Market Street as early as 1844. Both of the Messrs. Vaughan are dead, Mr. Benjamin Vaughan dying within a year or so, leaving very large estate. Many of us will remember them and also their head clerk, Mr. Warland, and later, Mr. Harry Mann.

Another concern manufacturing naphtha and oils, was that of Abijah Farrar & Co., who had an office on India Street in 1866 and 1867, with factory at East Boston, and up to 1875 were at 7 Central Street. Mr. Farrar had been in the wholesale grocery firm of Dana, Farrar & Hyde. Later, Farrar, Pierce & Canterbury were at 39 India Street. The business was finally disposed of to the Standard Oil Co., and Mr. Farrar and Mr. Pierce retired, and Mr. William H. Canterbury has ever since been with the Standard Oil people.

The Standard Oil Co. is too well known to require more than mere reference. There can be no denial of the fact that the organization has been a most wonderful one and while doubtless individuals have suffered in the process, the material advancement of the country, through the remarkable development of resources and utilization of what were waste products, has been without



doubt one of the greatest forces in the last forty years, as well as one of the most interesting.

Mr. Carter died fifteen or more years ago, leaving a large estate, Mr. Corey being executor. Mr. Corey who was well-known in connection with genealogical and historical matters, having written a very complete History of Malden, died about 1809. The general Boston offices of the Company are at 50 Congress Street, specialty departments being located at 59 Commercial Wharf and 88 Broad Street. The present manager is Howard A. Wilkinson who took the position on the death of Donald McMillan, who succeeded the second manager, Mr. William Donald.

Other large petroleum concerns now represented here are the Gulf Refining Co., 110 State Street, the Texas Company, 146 Summer Street, with storage tanks in Roxbury, and the Tidewater Oil Co., who were for many years at 5 and 9 Custom House Street and now have an office at 34 Central Wharf, and the Vacuum Oil Co. at 49 Federal Street, and Leonard & Ellis were large dealers for many years.

There were also other companies making oil from coal oil, like the Winthrop Coal Oil Co., The Cary Oil Co., The Shawmut Oil Co., controlled by George P. Reed, 95 Water Street, the selling agent being Mr. Granville Mears, who was in the oil business on Water Street as early as 1851, and later was associated for many years on Water Street with his brother, E. Raymond Mears.

My father's early connection, in the sixties, with the fluid and illuminating oil business naturally brought me as a boy more in contact with them than with paint people, and this is my excuse for being somewhat prolix

in regard to these matters, which, however, may be of enough interest to put on record at this time. My memory carries me back to these days of forty odd years ago, and a brief reference to some of the oil concerns existing about that time may not be out of place, inasmuch as this sketch really treats of paint, oil, and varnish business, although literally, probably linseed oil was meant.

The house of Milliken was in evidence fifty to seventy years ago, and indeed, prior to that time, when the first house that I can find was Rufus G. Norris & Co., Mr. E. C. Milliken being the partner, in 1839, at 21 North Market Street. Two years later it was Norris & Milliken, and in 1844 it was E. C. Milliken & Co., composed of E. C. and E. T. Milliken, and still located at 21 North Market Street, and in 1850 they were at 28 India Street. Later they separated, and E. C. Milliken & Co. were in 1851 at 28 India Street, and in 1852 located at 4 Canal Street, running back to 12 Merrimac Street, where Mr. Milliken owned much real estate. E. T. Milliken & Co., composed of E. T. Milliken, Z. T. Milliken, and M. C. Smith, were in 1851 on North Market Street. In 1876 E. T. Milliken & Co. were at 61 Broad Street, when Mr. Henry S. Macomber became a partner. Later the firm dissolved and discontinued and Mr. Macomber became a partner in Alden Speare's Sons & Co. and since 1893 (when he formed the present firm of H. S. Macomber & Co.), has been an honored member of the oil business up to the present time, being located at 150 Milk Street, formerly 3 Central Wharf, the firm name being H. S. Macomber & Co. Of late years his son, Mr. Lowell P. Macomber, has been associated with his father, and

they have enlarged their business to include automobile supplies of all kinds, as well as oils and greases.

Southard, Herbert & Co. were located at 27 Broad Street for very many years, from 1860, succeeding Z. Southard & Co., who were at 20 Broad Street in 1850.

Alden Speare started in the oil business August 1, 1851, having been previously a salesman at 29 Federal Street, then it was Speare, Burke & Co., and in 1852 they were at 29 India Street. Later, it was Speare, Burke & Gregory at 3 Central Wharf, where they remained for years. In 1870 it was Speare, Gregory & Co., the junior partner being H. B. Coburn, formerly of Lowell, who later was in business for himself. Later it was Alden Speare, Sons & Co., with office in Chamber of Commerce building. Alden Speare's Sons Co., a corporation, was formed in 1898 when they were at 369 Atlantic Avenue. At the present time they are located at 156 Sixth Street, Cambridge, Mass., with large offices and warehouses for their extensive business in oils, mill, laundry, and auto supplies. Alden Speare was Mayor of Newton in 1876 and for several years he was Director in the Atchison, Topeka, & Santa Fe R.R., the Mexican Central, and other large corporations. He also was President of the Boston Associated Board of Trade and Chamber of Commerce. He died in Newton, March 28, 1902. The present officers of the Corporation are Lewis R. Speare, President; E. Ray Speare, Treasurer; and W. D. Stockbridge, Vice-President.

Eben Seccomb was in business as far back as 1854, under the name of Seccomb & Taylor, at 130 Commercial Street. The next year, 1855, it was Seccomb & Dennis, when Mr. Edward S. Thayer went to work for Eben

Seccomb as a boy, and in 1865 Mr. Thayer was a partner at 101 Commercial Street, as Seccomb & Thayer. Later it was Seccomb, Kehew & Thayer. Mr. Thayer is still active and is certainly a veteran in business, it being about fifty-nine years since he entered same, and he is also connected with the Plymouth Cordage Co. He is a neighbor of mine in Topsfield, and is a well preserved man of aggressive and respected personality.

The present corporation of Kehew-Bradley Co., located at 24 Purchase Street, with branch depot in Salem, of which Edward O. Seccomb (son of Eben Seccomb) is Treasurer, is the successor to Seccomb-Kehew & Co., and Allen-Bradley Co.

One of the prominent firms at my advent into the business was that in which Edward N. Capen was interested, the first partnership being Bowland, Capen & Co., in 1865 at 6 Custom House Street, although Mr. Capen was a commission merchant in 1863 at 81 Milk Street and agent for the Aladdin Oil Co. Later it was, about 1869, Capen & Pierce, and from 1877 to 1902 or 1903 Capen, Sprague & Co. Mr. Capen later associated himself with the Standard Oil Co., and is located there today, so that he has been fifty-one years in the oil business. The old business was continued for several years until the death of the remaining partner, Mr. C. G. B. Smith, who died some ten or twelve years ago.

A. C. Masury begun business as Main & Masury in 1857 at 1 India Street. In 1860 it was A. C. Masury & Co., Mr. W. A. Wheeler being the junior partner, and for a long time they were at 28 India Street. Mr. Masury died about 1892 and Mr. Young about 1900, but their successors, the present corporation of Masury-



Young Co., still carry on the oil business, removing in 1898 from 77 Broad Street, where they were for many years, to 196 Milk Street, old Central Wharf. Mr. William C. Briggs is President and Treasurer and Mr. E. M. Alexander, Vice-President and Secretary. They formerly owned the India Alkali Works, but control was relinquished on the retirement of Mr. Young, and this last named concern removed in 1898 to 28 India Wharf, where they are now located. They manufacture alkali and cleaning powders of various descriptions, including the well-known specialty, Savogran. Mr. Llewellyn Mills is President and Mr. Charles F. Stodder, Treasurer.

William Lincoln and Caleb A. Smith were in the oil business prior to 1863 at 17 Central Street, and later, in 1867, it was Smith, Merrill & Co., composed of Caleb A. Smith, J. Sanborn Merrill, and Daniel Curry, at 55 India Street. The next year it was Smith & Merrill at 6 and 8 Liberty Square, Mr. Daniel Curry having retired and engaged in the oil business on his own account, which was subsequently carried on by his son, Charles W. Curry, and today by his grandsons, as the Curry Bros. Oil Co. at 284 Franklin Street. In 1872 Mr. Smith, I think, was of Smith & Davis, near Liberty Square, and six years later Mr. Smith's son, Winchester Smith, carried on the business quite successfully, and today he is a neighbor of mine in the town of Middleton, Mass., adjoining Topsfield.

Mr. Charles A. Whittemore started in the oil business at 31 India Street in 1880, and a little later Edwin F. Melcher of Newton Center was his partner. For many years before this date he was a broker in oils at the same location, in the second story, and was a man very much

respected in the trade. He retired from business in the spring of 1897, being Chairman of the Board of Assessors of Malden until his death, July 24, 1901.

The firm of Frank L. Young & Kimball has been an important one in the trade, started more than twenty-five years ago by Frank L. Young, Mr. Kimball having been admitted about 1910. They are now located at 111 Purchase Street where they have been for more than twenty years, the business now (July, 1914) being conducted as a corporation under the name of Frank L. Young Co.

Underhay & Co. were large dealers in oils for many years before becoming incorporated as Underhay Oil Co., now located at 73 Batterymarch Street, corner of Franklin Street. Col. Merrow has been for a long time identified with this concern.

Crane, Waite & Co. were in business in 1868, followed by separate concerns of Waite, Williams & Co., and L. M. Crane & Co. The latter firm was at 32 Oliver Street in 1890, and is today doing business as L. M. Crane Co. at 91 Oliver Street.

W. & F. H. Whittemore were oil dealers back of 1860, when they were located at 32 Broad Street, and they were in business for thirty or more years on that street. Mr. Samuel B. Whittemore was a partner for many years.

H. N. F. Marshall & Co. were oil dealers in the early sixties at 78 Broad Street, and later on Fulton Street.

Samuel Walker, O. B. Campbell, and Alvah Walker, as Samuel Walker & Co., were in the oil business in 1865 at 40 Clinton Street, where, in 1874, it was carried on by A. Walker & Co. Samuel Walker & Co. moved to 33

India Street, where the business was conducted for many years, Mr. George B. Wilbur and I. Porter Waitt having been partners with Mr. Walker. As Samuel Walker Oil Co., the business was sold to the Standard Oil Co., and the surviving partner, Mr. Frank B. Damon is now with the latter concern in Boston, in charge of accounts. Mr. Wilbur died in July, 1914, at the advanced age of ninety-four.

In 1868 D. M. Yeomans, who had been of Wilkinson, Carter & Yeomans, formed the firm of D. M. Yeomans & Goss, and in 1874, and later, it was D. M. Yeomans & Co., and D. J. Goss & Co.

F. W. Gregory & Co. were active in the oil business for years, and about forty years ago were at 104 Broad Street, where the Eagle Oil & Supply Co. is now located.

Frank H. Howland was connected with the oil business considerably over forty years ago, having first been with Hastings & Co., sperm oil manufacturers, New Bedford. He died several years ago but the business is still continued at 271 Franklin Street.

Old timers in the paint and oil trade will recall John P. Squire & Co., who furnished Squire's Extra Lard Oil, also S. W. Andrew, who sold lard oil for Western accounts.

Mr. William A. Wood began in the oil business about 1864 as representative for Hastings & Co., New Bedford, and in 1869 or 1870 he had a desk room in my father's office, corner of Water and Kilby Streets, as selling agent for West Virginia lubricating and other oils. He had storage in the cellar of 46 India Street and he employed me, when I was about seventeen or eighteen years of age, to take charge of the shipping of his oil, and he

recompensed me in the munificent (?) sum of ten cents for every barrel received and delivered, and I have abundant reasons to remember assisting teamsters in pulling up the barrels of oil from that cellar by means of two ropes, the barrels rolling on a heavy pair of skids, and I also attended to marking and shipping the goods. My father allowed me to do this and it was one way I made a little money "on the side." Mr. Wood's business grew and he became an important factor, occupying stores later on Broad Street, 124 Water Street, in 1876 Milk Street, and in 1895 moved to their present store, 373 Atlantic Avenue. He died several years ago and the business is now carried on by the corporation of W. A. Wood Co.

There were other concerns in business, some of them very old, like Eben B. Phillips & Co., who were on Fulton Street sixty years ago, Leonard Ware, T. M. Ware, George H. Leonard, Richmond & Pray, afterwards C. C. Richmond & Co., who are at present at 40 Battery-march Street, and B. S. Pray & Co., Bradshaw & Patch, Maguire & Campbell, later Francis Maguire & Co., Russell & Blaisdell, Russell & Moore, J. Blaisdell & Co., Ansel G. Foss, Edward O. Merrill, Leonard & Ellis, H. B. Coburn, who was on Milk Street for a number of years, and who had been a partner in Alden Speare's Sons Co. at one time. This list might be still further extended but I will not weary you any longer in this line.

I would like, however, to refer to the old oil firm of Dickerman, Barney & Co., 128 Milk Street, who were in business in 1859 (Mr. Levi C. Barney, Jr., having been a clerk for Speare, Gregory & Co. at 3 Central Wharf) continuing until 1864. Many of the trade will remember



Mr. Benjamin Dickerman, Jr., who afterwards was a merchandise broker at 5 Chatham Row in 1885, and partner at one time in the firm of Dickerman & Gregory, and later was a commission merchant at 104 Water Street, 167 Congress Street and 61 Bromfield Street.

Harrison Prescott also was a broker, having an office on Water Street, and for many years he was active in the trade and also gave quotations daily to the Boston Traveler.

All of the older members of the paint and oil trade will remember Mr. Joseph Harris, Jr., who was a brother of Horatio Harris, very prominent at that time as an auctioneer. Many of the trade bought paraffine oil from Mr. Harris, which was made by Charles F. Coffin at his factory on Old Harbor Wharf, and it was a superior article. I recall that Mr. Coffin shut down his factory for a term of years and retired to his home in Nantucket, being paid a liberal yearly sum by the Standard Oil Co. This must have been thirty years or more ago, and it paid the big Company to do it, but did not prove a good investment for Mr. Coffin, for when the time limit was up his customers were gone and the factory — old fashioned and all out of condition — could not be used to advantage, and he was forced to give it up and return again to Nantucket, where I think he is today. He is an excellent man in every way. Mr. Harris, who also was an honorable and upright man, died some twenty years ago, and his son, Odiorne Starr Harris, or as his father called him, "Bub," has also died.

In the early days all wholesale paint dealers sold window glass but today, with one exception, none sell it except in a small way.

In 1846 James Damon, on Blackstone Street (Canal Block), sold West India goods, glass, etc., and in 1855 his son, S. F., who afterwards was of Damon, Sherburne & Co., came into the business, the name being James Damon & Son, at 17 Friend Street. The following year it was James Damon & Sons, Warren Sherburne, who was a clerk at 40 Kilby Street in 1853, being a partner. The name was changed to Damon, Sherburne & Co. in 1857. Four years later Reuben Sherburne, brother of Warren, was admitted, and removal was made to 87 Friend Street, where they stayed two or three years. Since 1862 they and their successors have been at 20 Canal Street and Merrimac Street.

In 1872 it was R. & W. Sherburne, and five years later R. Sherburne was alone. In 1880 his two sons, Edward C. and Frank S., were admitted as partners with their father, having been clerks for three or four years, and they continued until 1893, when consolidated with other firms as The Boston Plate & Window Glass Co., with headquarters in South Boston, keeping the Canal Street store for local business. All of the Messrs. Sherburne are dead.

In 1852 Caleb G. Loring, Thomas Gaffield, Thomas H. Richards, Jonathan Harmon, and James Tuttle, begun business at 10 Merchants Row as Caleb G. Loring & Co., for importation and sale of window glass, and continued seven years under that name, although Messrs. Richards and Harmon had retired several years before. From 1859 to 1869 it was Tuttle, Gaffield & Co., Henry F. Lambert being the junior partner. In the latter year Mr. Lambert and his two brothers, Wm. B. and E. W., who had been clerks for Tuttle, Gaffield & Co., bought

out the latter concern and carried it on under the name of Lambert Bros. They remained on Merchants Row until 1877, when removal was made to 53 and 55 Brattle Street, corner of Brattle Square, opposite the Quincy House, where they were until consolidation with other firms took place in 1893.

The firm of Hills, Turner & Harmon, was formed in 1866 by Edwin A. Hills, F. A. Turner, and Walter Harmon, the latter having been a clerk for Tuttle, Gaffield & Co., and their first store was at 39 Elm Street. About 1872 it was Hills, Turner & Co., Mr. Harmon having retired, and in 1874 this concern was at 193 State Street, with warehouses at 291 Congress Street, about 1890, where they stayed, I think, until 1893, when they entered the Boston Plate & Window Glass Co.

The present Boston Plate & Window Glass Co. was formed in 1893 by consolidation of the three firms above named and has ever since successfully carried on the business at 231-287 A Street, South Boston, and at the old Sherburne store on Canal Street. The original officers were Edwin A. Hills, President; William B. Lambert, Vice-President; Frank S. Sherburne, Treasurer; other members having been Frederick A. Turner, D. T. Kidder, Jr., and Edw. C. Sherburne. The present officers are W. B. Lambert, President; F. A. Turner, Vice-President; and E. A. Hills, Treasurer.

In 1858 to 1861 Page & Robbins were window glass dealers at 11 Broad Street, and I think in the latter year they removed to 189 and 191 State Street. In 1866 it was Page & Harding, and a few years later it was Page, Harding & Co., composed of Harrison P. Page, W. G. Harding, Walter Page, and Gen. Morris Schaff (who



is now, I think, one of the Massachusetts Gas and Electric Commissioners), and for a time, I think, they manufactured glass in Massachusetts known as the "Berkshire." In the early eighties they were located at 118 Milk Street, and remained there, I think, until demolition of the building to make way for the Exchange Club building in 1893, when they removed to 451 Atlantic Avenue, the name having been changed to H. P. Page & Co. In 1898 and for several years after the business was done by W. H. Page at the same place.

In 1879 George W. Wise was a clerk for Hills, Turner & Co., and for the next two years he was a wholesale dealer in window glass at 87 Portland Street. The following year he formed the firm of Wise, Rowan & Co. at the same place. In 1886 it was Wise, Rowan & Kelly, and in 1887 Mr. Rowan and Mr. Kelly withdrew and formed the firm of Rowan & Kelly at 79-83 Portland Street, and the same year Mr. Wise continued at 87-89 Portland Street as Wise, Moses & Co., remaining there several years. Mr. Wise was subsequently in business at 220 Friend Street.

Cutler, Wheeler & Stenzel, probably before 1896, started on Sudbury Street, some of the partners having been with George R. Kelly & Co. Later, in 1898, it was Wheeler-Stenzel Co., Bernard H. Stenzel being Treasurer, at 70 Sudbury Street, and not long afterwards, about 1905, they were bought out by the Standard Plate Glass Co., which located at 30 Sudbury Street, corner Portland Street, Mr. Harry A. Wheeler being the manager then and continuing to the present time.

William B. Lovering was in the window glass business at 53 Portland Street in 1866. Later it was H. Lovering



& Co. at 95 Portland Street, then in 1893, at same place, Lovering Bros. & Soule, composed of H. A. and H. Lovering, and W. G. Soule, who begun with Wise, Rowan & Co. (later Wise, Rowan & Kelly), on leaving school in 1883. Later he was with Lambert Bros. and subsequently was of Lovering Bros. & Soule. This firm was bought out by the Pittsburgh Plate Glass Co. in 1896, Mr. Soule becoming the manager at 30 Sudbury Street, corner of Portland, a position which he holds today.

In 1902, the Pittsburgh Plate Glass Co. bought out the paint and varnish department of J. A. & W. Bird & Co., and continued it with Mr. E. E. Seavey, Jr., as manager of that branch of the business. (Mr. Seavey is now with the Jas. H. Prince Paint Co.) They took the store 41-49 Sudbury Street, corner Bowker Street, (now occupied by Gould & Cutler, Inc.), where they remained until 1911, when they removed to the new building, 99 Portland and 42 Merrimac Street, corner Market Street, which they now occupy. The home Company, with headquarters in Pittsburgh and branches in all large cities, is probably the largest manufacturer of window and plate glass in the world and they also have controlling interest in the Patton Paint Co., Rennous, Kleinle & Co., brush manufacturers, and Empire Shellac Co.

Mr. George R. Kelly was for a time associated with the Pittsburgh Company in the Boston office as representative of the American Window Glass Co., but of late years, he has been a commission merchant and broker in glass, with office at 104 Hanover Street. Mr. Fred

W. Cutler, formerly of Cutler, Wheeler & Stanzel, is now with the Boston branch of the Pittsburgh Co.

The American Glue Co., at present located at 121 Beverly Street, near Causeway Street, and formerly at 451 Atlantic Avenue, was originally formed in 1894 by union of the manufacturing business of Estate of George Upton and the selling business of the D. Webster King Glue Co. George Upton had been an important factor in the glue manufacturing business, which was first begun in South Danvers, Mass. (now Peabody), about 1808, by his grandfather, Elijah Upton, and continued by the latter's son, Elijah Wood Upton, who with Theophilus Walker, formed about 1855 the firm of Upton & Walker.

Theophilus and Nathaniel Walker, as Walker & Bro., were later for many years at 17 Merchants Row, corner of Chatham Street, as selling agents for the Essex Glue Works. George Upton, son of Elijah Wood Upton, meanwhile had learned the business and was admitted to the firm of Upton & Co., and in the sixties he was at 51 Kilby Street, D. Webster King having become a member of the firm, and he was on Kilby Street in 1866. A few years later Mr. King withdrew and with Thomas L. Putnam formed the firm of D. Webster King & Co. at 42 Oliver Street, and in 1884 they were at 166 High Street. Later, at same place, it was the D. Webster King Glue Co., which included Mr. D. Webster Dow, who had been with Mr. King for several years.

George Upton continued at 51 Kilby Street, moving to 18 Broad Street about 1875. He died in 1883 and the business was managed by his son, King Upton, and

managing trustees until merger with D. Webster King Glue Co. in 1894, as stated. Removal was made to 239 Franklin Street in 1891. The officers of the American Glue Co. of New Jersey in 1894 were D. Webster King, President and Treasurer; King Upton, Vice-President; D. Webster Dow, Assistant Treasurer, and Frank W. Stanley, Secretary.

Later The Pennsylvania Glue Co. and the Illinois Glue Co., in which the Upton Estate was interested, were absorbed by the American Glue Co.

In 1900 the American Glue Co. bought the Boston Flint Paper Co., the Union Sandpaper Co. and the sandpaper and glue business of Wiggin & Stevens, whose factory was in Malden. In 1902 the Cape Ann Isinglass Co. was acquired. The combined business is at present conducted by the Massachusetts corporation of the American Glue Co., the officers being Jesse P. Lyman, President and Treasurer; King Upton, Vice-President; Everett J. Stevens, 2nd Vice-President; Roger Upton, Assistant Treasurer and Secretary; and Chauncey P. Fenton, Assistant Treasurer.

Mr. D. Webster King retired from active business several years ago and with his son, Tarrant P. King, has devoted his time to management of his property, and as Trustee of Estates. Mr. Albert N. Parlin, who had been President of the Company a short time, retired in 1905.

Everett J. Stevens, who had served a long time as Treasurer, retired from that office and active duties in 1908 on account of ill-health.

The American Glue Co. now owns or controls nineteen different plants in seven different states and has branch offices and stores in five principal cities. Mr. King

Upton's son, George Upton, is connected with the concern, making the fifth in line of direct descent engaged in the manufacture of glue since 1808.

Baeder & Adamson were at 18 Blackstone Street in 1867, and ten years later it was Baeder, Adamson & Co. at 163 Milk Street, and now located at 68 High Street.

Other firms were International Glue Co., 176 Atlantic Avenue; Armour Glue Works, 49 Commercial Wharf; and the Boston Glue Works, 40 North Market Street, owned by J. O. Whitten Glue Co. Wiggin & Stevens, glue manufacturers, (started in Dover, N. H., in 1858, by the fathers of R. B. Wiggin and Everett J. Stevens), owned the sandpaper works in Malden, and first manufactured in 1865 the N. E. Flint Paper, for which D. Webster King & Co. and their successors were for a time Boston distributing agents. Mr. Russel B. Wiggin died in 1888, but Everett J. Stevens, who has been Mayor of Malden for two years, is still alive, although not active in business since disposal of the business to the American Glue Co. Mr. Wiggin, Sr., died in 1860 and Mr. Stevens, Sr., in 1896.

Austin & Eddy, 117 Broad Street, have been large dealers in glue and manufacturers of glaziers' points for many years, and have been at 115 Broad Street for twenty years or more.

The manufacture of gold leaf, or history of the gold beaters of Boston, is quite interesting. The first record I can find pertaining to same is that Lewis Anselm Lauriat was a refiner of metals and seller of gold leaf in 1813. In 1816 he was a regular gold beater, with location at 33 Washington Street, and in 1828 he was



in the same place, and also proprietor of Boston Laboratory, and in 1845, in addition to making gold leaf, he made oil of vitriol and other chemicals at 804 Washington Street. That same year there worked for him three of his sons, named Aristides, Emelius, and Gustavus Adolphus, and seven years later another son, Charles P. Lauriat, began as a gold beater (probably for his father) when he was nineteen years old.

Gustavus A. Lauriat was in business for himself at 12 Province Street in 1867, and probably before, and at that time, and indeed before, George W. Davis and Eben W. Lothrop were in business as gold beaters, the former at 6 Spring Lane and the latter at 16 Harvard Place. In 1887, on the death of Mr. Lothrop, Mr. Gustavus A. Lauriat bought out and continued the business at 16 Harvard Place.

Anselm A. Lauriat, who was a son of Charles P. Lauriat, succeeded to the business of his father, and for many years has been a gold beater at 16 Harvard Place, his home and manufactory being now in Medford, Mass.

E. S. Cabot was an old gold beater of Boston, having been established certainly as early as 1876, and for very many years was located at 83 Sudbury Street. On Mr. Cabot's death, the business was sold and Mr. Cabot's son, Mr. Henry B. Cabot, is now of the firm of Cabot & Higbee, gold beaters, 159 Harrison Avenue.

F. H. Caffin, 22 Elm Street, has been a gold beater in Boston and Hyde Park for many years, also Edward C. Ellis, 3 Province Street, and F. W. Rauskolb was at 364 Washington Street, prior to 1900 and is now located at 103 Arch Street.

I recall buying corks and bungs in my early days from

R. Beeching & Co., who were on Commercial Street, and later on Blackstone Street, and later there was another firm of William Beeching & Co. There were also engaged in the cork and bung business E. Conroy & Co. at 72 Sudbury Street, and P. Holmes, at 109 Blackstone Street, also did a large business in that line.

Also, about that time, Munroe & Harrington and H. McQuaid, both of Sudbury Street, were very considerable dealers and then Lang & Jacobs sold all such articles and oil dealers' supplies. Power & Co. and also M. F. Stinson & Co. were old dealers in corks, and the Armstrong Cork Co. have been large factors, and they, and some of the others named, are in business in Boston today.

The sponge business of R. Blum, under the management of Andrew Blum, has been carried on at 108 Pearl Street for many years, and so far as I know there never has been, at least for any considerable time, any other establishment of this nature in Boston devoted exclusively to sponges and chamois skins.

Our older members will recall the old tin can manufacturing concern of Hollis & Wood, succeeded by C. & G. Hollis, on Custom House Street, which was first formed by Mr. Hunt more than sixty years ago. Also the Boston Can Co., long managed by Chas. E. Russ. Alex. Campbell was a manufacturer of tin cans forty years and more ago.

Uriah B. Campbell started in the manufacture of cans about 1870, having been previously foreman for the Boston Can Co., and before that had worked in Hunt's Tin Can Manufactory on Custom House Street, which was the predecessor of the Hollis & Wood and Hollis

Can Factories. Mr. Campbell, since his retirement, when the business was bought by the American Can Co., has been living in quietness at his old home in Maplewood. Later the business was taken up by his sons, and is now carried on under the name of the Colonial Can Co., office at 120 Milk Street, with factory at South Boston, the partners being Charles Campbell and Harold B. Campbell.

Isaac Sexton started in the can business in 1882, but sold out in 1901 to the American Can Co. Later the business was taken up by his sons, and the Sexton Can Co. is now a partnership (William A. and Isaac E. Sexton), with factory in Everett and office at 228 Franklin Street, and they are doing a large business.

The New England Can Co. formerly did a large business and was owned by Morris Marzynsky. The business was sold out to the American Can Co., and Mr. Marzynsky died not long after. His brother, Samuel Marzynsky, under the name of the New Can Co., manufactures cans for the trade, with factory in South Boston.

Some thirty-five years or more ago, there were two manufacturers of tin cans named P. Malone and Thomas Duffy, and many of the trade formerly bought cans in large quantities from Stokes & McNally, who were located on India Street. This business is now carried on by C. W. S. McNally at 45 India Street.

The National Can Co., at present a co-partnership, composed of Hyman Stern and David Stern, was formed in 1891 at Minot Street, and five years later, moved to 289 Commercial Street. They now occupy three floors at 36 Washington Street North, where they have been since 1905.

The largest manufacturing concern, by far, now here is the Boston branch of the American Can Co. The business is managed by Mr. William H. Kirkpatrick, office and factory on Binford Street, South Boston. Mr. Kirkpatrick went with the American Can Co. as manager in April, 1902, having been previously connected with Sidney Shepherd & Co., tinware manufacturers in Buffalo. The American Can Co. has offices in twenty-seven cities and has forty-seven factories, including one in Honolulu and three in Canada.

In relinquishing this self-imposed task of preparing and revising material for this disjointed and very rambling sketch, I feel a sense of loss — perhaps somewhat similar to that of a fond parent, who after loving care and affection, sends his child to a far country, possibly as a missionary.

Although much time and effort have been expended, it really has been a labor of love and a restful relief from some burdens which seemed unduly heavy at times.

I have the undesirable alternative of immersion in the gruesome details — whether true or false — of the terrible war now raging abroad; but while they are not restful, they do, nevertheless, occupy the time, instead of hunting up matters pertaining to paint, oil and varnish dealers, and for this, perhaps, I ought to be thankful.

I hope that this "missionary" will be well received and that the somewhat necessary personal allusions will be tolerated, even if not fully excused.

I presume many readers will heave a sigh of relief as the end is reached and I will not blame them one bit and can only say "it might have been worse." Apparently there is no limit, for the more research I make, more and



more names and facts appear, which cannot be included without making the work too long.

Once before I referred to a stray copy that might be found later, and possibly this little book which will be soon issued from the press, may be found by someone who heard me read this production, and I venture the thought that the reading of this book, say thirty years from now, will be of more interest then than at the present time. In fact, I can almost hear him say so, provided he is a young chap now, with the added remark: "I can remember that old guy 'spieling' off that dry stuff that did not interest me very much then, but I can appreciate it very much more at the present time." So with this thought in mind, I am launching this little work on the sea of reminiscence, and doubtless others can improve on it, so that when another thirty years roll around the sketch can be the basis of actual and reliable history.

## ADDITIONS, CORRECTIONS, ETC.

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Since the body of this book was printed, I was very sorry to learn of the death, September 16, 1914, of William B. Bird, senior partner in the house of J. A. & W. Bird & Co., in his seventy-third year. As stated in the text, Mr. Bird had been in active connection with the paint and chemical business for fifty-two years, and through all this time he held the respect of the entire trade.

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I was a little mortified to learn, after the main portion of this book had been printed, that I had entirely forgotten to refer to my old friend, Lieut. Col. Thomas F. Edmands, who, as trustee of the estate of John Raynor, was our landlord for a quarter of a century.

Col. Edmands founded the house of Thomas F. Edmands & Co., commission merchants and merchandise brokers in chemicals, paints, drugs, etc., in 1885, he being successor to Edmands, Holden & Co., formed in 1877. Col. Edmands had been since 1868 a member of the firm of G. Tuckerman & Co. at No. 25 Kilby Street. In 1888 William R. Russell and Frederick Higginson, who had previously been in business as merchandise brokers and commission merchants at No. 54 Kilby Street as Russell & Higginson, consolidated with Col. Edmands, under the same style of Thomas F. Edmands & Co., and continued until the death of Col. Edmands, August 30, 1906. Since that time the business has been conducted by the surviving partners under the same name, being now located at No. 70 Kilby Street.

Col. Edmands served four years and eight months in the Civil War, having been first commissioned as lieutenant in Company K of the Twenty-fourth Regiment, and when mustered out of service he was lieutenant colonel, and "brevetted colonel for brilliant and meritorious conduct throughout the war." He served for thirty-three years as lieutenant colonel of the First Corps Cadets until ill-health compelled relinquishment a few weeks before his death.

## ADDITIONS, CORRECTIONS, ETC.

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